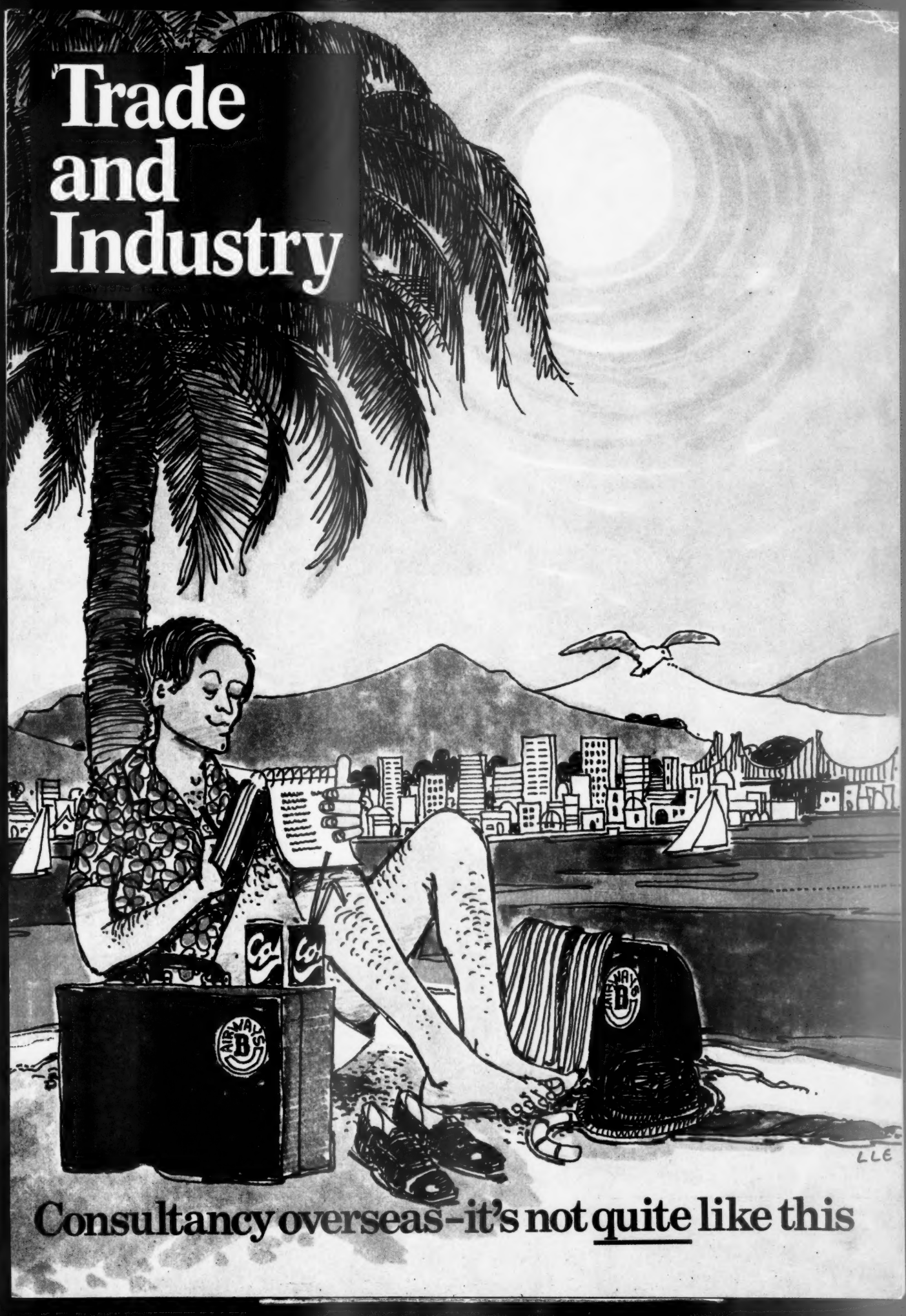
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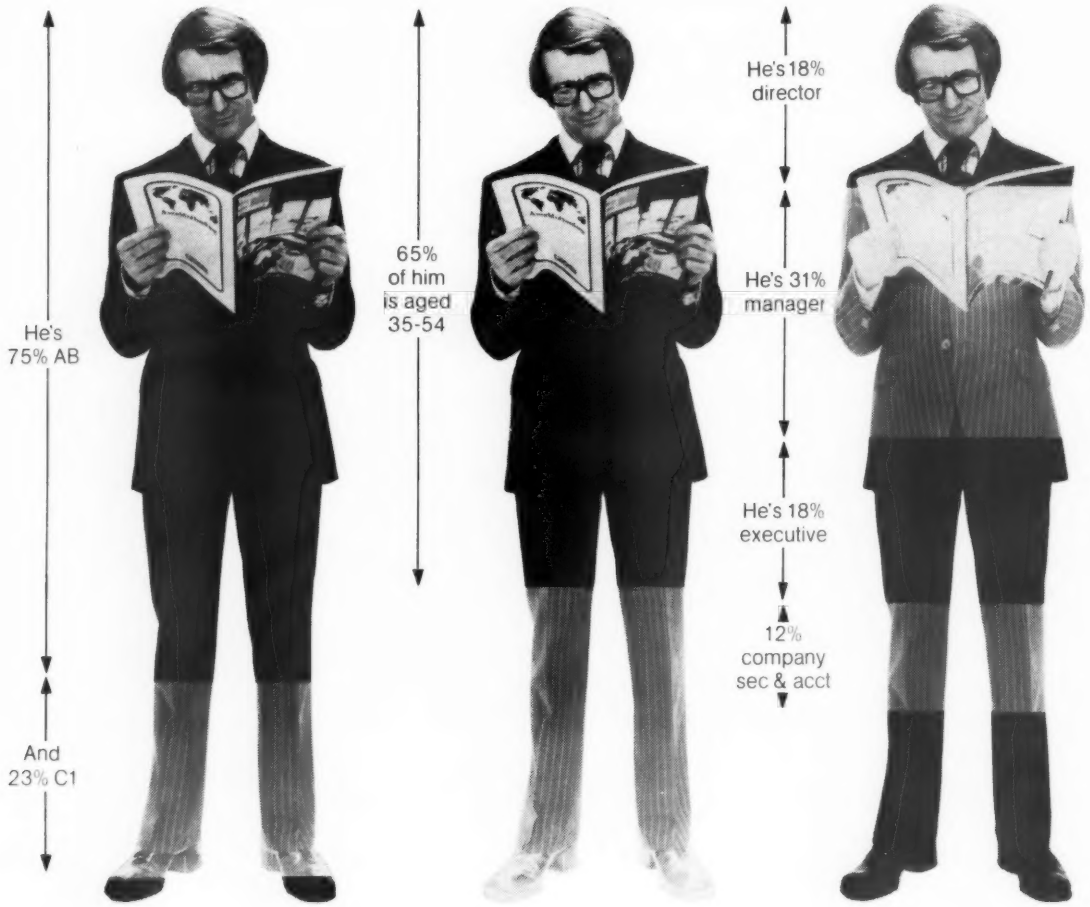

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23 May 1975

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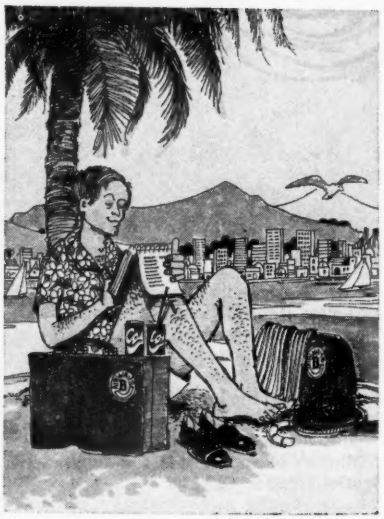

British management and economic consultants are earning an increasing amount of their fees overseas. Their work takes them to some delightful areas – but there's not much time for picnics under the palm trees! A consultant from a leading British firm tells us in a special article how 24 member firms of the management Consultants Association earned over £16 million abroad last year, nearly 40 per cent of their total fees.

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Owing to circumstances beyond our control a certain number of items which would normally appear in this issue have been held over.

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Home News

Higher noise insulation grants for homes near Heathrow and Gatwick

Higher grants and other improvements to the noise insulation schemes for people living near Heathrow and Gatwick airports were announced on 20 May by Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping.

The maximum grant available for insulating homes close to Heathrow and Gatwick goes up from £360 to £560, and the inner area at Heathrow is extended. This will mean more homes being eligible for this higher rate of grant.

The maximum available in the outer areas at both Heathrow and Gatwick goes up from £206 to £357.

Replying to a Parliamentary Question from Mr. Neville Sandelson (Hillingdon, Hayes and Harlington), Mr. Clinton Davis said:

'The review has been completed in consultation with the British Airports Authority, taking into account representations made by Hon. Members, by the two airport consultative committees, by local authorities and by others concerned.

'Statutory instruments, embodying revised schemes, will be laid before Parliament shortly.

'The changes being made involve a limited extension of the inner area of the scheme at Heathrow and, at both airports, an increase in the maximum grants available from the BAA, plus a reduction in the applicant's contribution in the outer area from 25 per cent to 15 per cent and improvements in the minimum specifications for work done under the two schemes.'

Andrew Manzie, who will take up his duties as Director of the Department of Industry's Office for Scotland on 2 June (see last week's issue, page 386). Mr. Manzie was educated at the Royal High School, Edinburgh and the London School of Economics. He is a Scot and previously served in the Scottish Home Department and the Ministry of Supply before joining the then Board of Trade in 1966.

Peter Shore's statement on Sri Lanka tea estates

Peter Shore, Secretary of State for Trade, made the following statement in the House of Commons on 14 May:

'With permission, I should like to make a statement on the report by a group of Honourable Members on conditions on the British-owned tea estates in Sri Lanka.

'There has been considerable public concern about these conditions, particularly following the recent television programmes. My Rt. Hon. Friend the Minister of State, Foreign and Commonwealth Office, therefore asked the British delegation to the Inter-Parliamentary Union Conference in Colombo to extend their stay in Sri Lanka to investigate the conditions of workers and their families on the British-owned tea estates. Between 29 March and 8 April they held discussions with representatives of the Government of Sri Lanka, of the tea companies and of the local unions; and interviewed workers, medical staff and managers on a number of estates. Their report is published this afternoon.

'In the course of an extensive tour of rural areas, the group visited tea estates owned by the Government of Sri Lanka and by British companies. Their report places the problems of the tea estates in the context of Sri Lanka's very real economic problems. The group saw much to disturb them, including malnutrition among some workers on the estates they visited as well as among the urban poor. They have recommended a number of specific measures designed to improve the living and working conditions of the estate workers and their families.

'The report proposes that I should discuss these recommendations with representatives of the British companies with tea estate interests in Sri Lanka. I have today invited the President of the Ceylon Association and his colleagues to an early meeting for this purpose. Until this meeting has taken place it would not be right for me to comment on the detailed recommendations in the report, except to express the Government's warm thanks to my Honourable and Learned Friend the Member for Warrington and his team for producing what will, I believe, be recognised as practical and constructive proposals for improving conditions on the estates. I should also like to express my appreciation of the co-operation and assistance given to the Parliamentary Group by the Government of Sri Lanka and its officials.

'All I would add at this stage is that a solution to the wider problems of the tea industry must be sought on an international basis. During the discussion on commodities at the recent Commonwealth Heads of Government meeting my Rt. Hon. Friend the Prime Minister gave special emphasis to the importance and value of an effective international agreement on tea. We will continue to pay particular attention to this in our further consideration of commodity questions.'

Clearance of merger proposals

Shirley Williams, Secretary of State for Prices and Consumer Protection has decided, on the information at present before her, not to refer the proposed merger between Bos Kalis Westminster Group NV and M B Dredging Ltd. to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Norvic Securities and W. Canning and Co.

Since Norvic Securities Ltd. have now abandoned their proposed acquisition of W. Canning and Co. Ltd., the Department of Prices and Consumer Protection have given consent to the Monopolies and Mergers Commission to lay aside the reference which was made to them on 21 February 1975.

Consent to transfer of London Newspaper Group

Shirley Williams, Secretary of State for Prices and Consumer Protection, has given her consent, under Section 58(4) of the Fair Trading Act, 1973, to the transfer of the London Newspaper Group to BPM Holdings Ltd.

Tony Benn's statement to Parliament on Ferranti Ltd.

The following statement was made by Tony Benn, Secretary of State for Industry in the House of Commons on 14 May.

'In August 1974, Ferranti Ltd. sought the Government's help to overcome the company's financial difficulties. As the House knows, the Government gave a guarantee under Section 7 of the Industry Act 1972 to the company's principal banker of additional overdraft facilities. Adequate finance was thus made available for the continuance of the company's business whilst solutions to its difficulties were considered.

'Ferranti Ltd. is an important company. It has developed valuable technological capabilities in a number of areas; it is an important supplier of defence equipment; it has gained valuable exports; and it provides employment, mostly in assisted areas including Scotland. Furthermore, with changes in financial and management structure, there are good prospects for the viability of the company. With the objectives of establishing a viable company, thus preserving employment, and maintaining a British capability in those areas where Ferranti Ltd. has a high reputation, the Government has agreed to provide financial support.

'After constructive tripartite discussions with representatives of the workforce and following negotiations by Sir Don Ryder with the major shareholders of Ferranti Ltd., arrangements for the Government's financial support have been settled.

'Details of the arrangements will be included in the *Official Report* (*see below*) but their broad effect is that the Government will subscribe a total of £15 million of new capital, partly in voting equity, partly non-voting, and partly in loan form at a commercial rate of interest. The Government will have 62½ per cent of the total equity, and 50 per cent of the votes, which is more than enough to give the Government effective control over the company.

'There are provisions in certain circumstances for part of the Government's non-voting shares to be made available if the company is able to arrange a public marketing of its shares. At that time or at the latest on 1 October 1978, all the non-voting shares will acquire voting rights; the Government's voting power could not in any circumstances fall below 50 per cent and might well increase.

'Some changes will be made in the management of the company. A new chief executive will be appointed, as will a finance director, both to be approved by the Government, which will also have the right to appoint some other directors.

'The Government believes that these arrangements represent the soundest basis for an agreement between the Government and the shareholders to give Ferranti a viable future and to safeguard the interests of the workforce. The new management would be required to prepare plans for the future of the company, including an assessment of the prospects for the Transformer Division which has been making heavy losses; but no decision to separate the Transformer Division from the company will be made without Government approval.

'I should add that, in accordance with our approach to industrial policy, we shall be arranging for a planning agreement with Ferranti and that the Government will encourage the development of industrial democracy within the firm on an agreed basis.

'These arrangements should provide the opportunity for the company to recover from its present difficulties and make a full contribution to the national economy.'

Heads of Agreement between Ferranti Ltd. and HMG

1 Ferranti Limited (The Company) will take steps to increase its authorised ordinary share capital so as to enable the following transactions to take place.

2 HMG will subscribe £8⅔ million as ordinary share capital as follows:

	£ million
4 million ordinary shares of 50p each @ £1.50 each	6
2,666,666 non-voting ordinary shares of 50p each @ £1.00 each	2⅔
	£8⅔

This would provide HMG with 50 per cent of the votes and 62½ per cent of the total equity.

3 The rights attached to the non-voting ordinary shares would be increased to parity with the voting ordinary shares in the event of a listing being obtained or a marketing being undertaken, or, at the latest, on 1 October 1978.

4 HMG will subscribe £6⅓ million by way of a Loan Stock 1983/87 carrying an appropriate commercial coupon.

5 [This clause deals with the Company's bank borrowing limits, and contains commercially confidential figures].

6 Guarantees by HMG in respect of bank borrowings and bid and performance bonds will be withdrawn.

7 The management structure will be as agreed in correspondence between the Company and HMG.

8 The future dividend policy of the Company will be one appropriate to a publicly quoted company of similar character.

9 Appropriate warranties will be agreed between the Company and HMG.

10 In the event of the Company's advisers arranging a marketing or listing of Ferranti shares at a price in excess of £1.50 each within the period to 30 September 1978, then HMG will make available:

a to the then holders of the 4 million shares in issue at 12 May 1975, 1,333,333 non-voting shares at a price of £1.00 each (plus half any excess of the marketing price over £2.00);

b to the public, any other shares from those in issue at 12 May 1975 which have been acquired by HMG in the meantime, at the full marketing price.

11 If at the time of such a proposed marketing, the price at which this could be undertaken is, in the opinion of independent advisers, materially prejudiced by the performance of Transformer Division, then HMG will take appropriate steps in relation to any losses of that Division so as to enable a satisfactory marketing to take place at the price which would otherwise be achievable, and the Company will proceed with the marketing accordingly. In the event of this clause being invoked by the Company, then the offer of shares under Clause 10 (a) would be at a price of £1.00 plus half the excess of the marketing price over £1.00.

12 The Board intends to recommend shareholders to support the agreement when submitted to an EGM and directors intend to use the votes of their shares and of those of which they are trustees accordingly.

Government assistance for Triang Pedigree

The Government is providing assistance under Section 7 of the Industry Act to Triang Pedigree, which is being acquired by Airfix Industries. Triang Pedigree are manufacturers of wheeled toys and prams at Merthyr Tydfil and in March announced that it would have to close unless the Government provided assistance.

The assistance comprises £1 million in redeemable preference shares, £1.5 million by way of secured loan and equity and, if needed, a further contribution of up to £1 million grant towards providing Triang Pedigree with adequate working capital. Under these arrangements the Government will have one-third of the equity and Airfix Industries two-thirds. Airfix Industries are a major manufacturer of toys and leisure goods and are also contributing to the financial needs of Triang Pedigree.

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There is also financial help available towards the cost of moving company offices, research and development units and service industry undertakings into the Areas for Expansion: up to 5 years rent-free premises (or equivalent help towards purchase), substantial removal grants for employees moved and towards other removal expenses, as well as other financial assistance.

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The Areas for Expansion TI 23/5G

Advance factory in Tafarnaubach . . .

Work is to begin shortly on an advance factory of 2323 m² (25,000 sq. ft.), at Tafarnaubach. It should be completed by the end of this year. The factory location is in the Tredegar and Ebbw Vale area. It is hoped that the new factory will, to some extent, help in the problem of redundancies in the Ebbw Vale steel industry.

Architects are Holder and Mathias: quantity surveyors are G. A. Downie and Partners, both of Cardiff and the contractors are Shepherd Construction Ltd. of Treforest.

. . . and another for Team Valley

The English Industrial Estate Corporation has announced that work is about to start on the construction of a 2,250 m.² (25,000 sq. ft.) advance factory at the junction of Sixth Avenue and Dukesway on the Team Valley Industrial Estate, Gateshead, Tyne and Wear.

A contract for building the factory has been awarded to Derek Crouch Construction Co. Ltd., of Birtley; architects for the project are Richard Turley and Associates, of Newcastle, and the quantity surveyors are Davis, Belfield and Everest, of Gateshead.

The premises are expected to be ready for occupation by early 1976. This is the third advance factory to have been started on the Team Valley Estate this year.

Extension to Rothbury factory

The Department of Industry has announced that work recently began on the construction of an extension of 2,450 sq. ft. (217 m.²) to the factory unit occupied by Belrive Fashions Ltd. at Rothbury, Northumberland. The original factory was occupied by the company, which is a wholly owned subsidiary of Ellis and Goldstein (Holdings) Ltd., in 1972 for the manufacture of ladies clothing.

The contract for the construction of this extension has been awarded to William Brown and Sons of Thropton, Northumberland. J. Dudley Coxon and Associates, of Newcastle upon Tyne, are the architects, and Martin and Felton, of Sunderland, are the quantity surveyors.

It is anticipated that completion of this extension will ultimately lead to an increase in the company's workforce at Rothbury by 15 persons.

At £75,000, British Leyland's latest and most expensive model makes its public debut. The Centaur 50, the biggest dump truck made in Britain, can carry 50-ton loads at speed over rough ground and up towering gradients. The 18-litre engine, fed by a 170-gallon fuel tank, develops 635 bhp and gives a top speed of 40 mph. The Centaur 50 is manufactured by British Leyland's Aveling-Barford subsidiary at Grantham. The price of one Centaur 50 is roughly the same you would pay for 68 Minis – and British Leyland's smallest car is dwarfed by the bulk of the dump truck which stands 12 feet tall, 15 ft. wide and 30 ft. long.

Electrical Equipment (Safety) Regulations

General safety requirements for all home electrical equipment, effective from 1 September, will soon be embodied in new regulations, Alan Williams, Minister of State for Prices and Consumer Protection anounced on 13 May.

Mr. Williams was answering two Parliamentary questions concerning standards under the proposed Electrical Equipment (Safety) Regulations.

He replied to Mr. John Ovenden, MP (Gravesend):

'The British Standard for lighting fittings (BS 4533) requires protection against electric shock to be maintained after the removal of all parts, except lamps, which can be removed by hand; this is consistent with the requirement in the proposed Electrical Equipment (Safety) Regulations, relating to domestic electrical equipment in general, that live parts should not be accessible without the use of a tool. Certain exceptions will be specified, and these will include unswitched bayonet lampholders sold separately.

'Bayonet lampholders which comply with British Standard 52 and which are incorporated in lighting fittings will be allowed until 1 July 1976 in respect of sales by manufacturers and importers and 1 July 1977 in respect of sales by wholesalers and retailers. These dates will also apply to switched lampholders made to British Standard 52 which are sold separately.'

and to Mrs. Ann Taylor MP (Bolton West):

'I intend to make these regulations shortly, which will prescribe general safety requirements applying to all electrical equipment sold for use in the home. With one or two exceptions, the prescribed requirements will come into force for all sections of the trade on 1 September 1975.

'Retailers and wholesalers will be allowed a transitional period until 1 January 1976 to sell washing machines and spin dryers made in accordance with the less stringent interlocking provisions in British Standard 3456: Section 2.12, as originally published in 1970, without contravening the mechanical saftey requirement in the regulations.'

Notes

The electrical equipment regulations relate to all electrical equipment which is designed or suitable for domestic use, whether indoors or out-of-doors. They will require equipment to be safe when properly used for its intended purpose and will cover electrical and mechanical safety, radiation and fire hazards. The regulations will not include 'deemed-to-satisfy' references to standards but the Department of Prices and Consumer Protection propose to issue non-statutory administrative guidance listing those standards which, in the opinion of the Department, after consulting the new Advisory Committee on Household Electrical Equipment, afford the degree of safety required by the regulations.

The setting up of the new Advisory Committee was announced in the House of Commons a short time ago. The committee members will be drawn from interested bodies and will be appointed on a personal basis by the Secretary of State.

The mechanical saftey requirements in the regulation in the case of spin dryers and washing machines relate to the accessibility of the revolving drum.

Price Commission interventions during April

During April the Price Commission rejected 15 notifications of price increases from manufacturing and service companies in Categories I and II. In another 33 cases the companies concerned withdrew their notifications of intended increases and in 153 cases the extent of the increase was reduced by the Commission. See lists below.

Since the beginning of Stage 4, the Commission have rejected a total of 58 notifications and modified 365; 115 notifications were withdrawn.

During April, following discussions with the Price Commission, eight distributors, one manufacturer and two service enterprises in Category II agreed to make price reductions amounting to £1.7 million in order to eliminate excess gross or net profits as revealed in their periodic returns.

Following inspection of records kept by enterprises in Category III, the Commission's Regional Offices secured the agreement of 43 distributors, 12 manufacturers, two service and one construction enterprises to make price reductions amounting to £948,000 in order to eliminate excess gross or net profits. In addition, the Regional Offices secured a total of 112 individual voluntary price reductions following investigation of complaints about price increases.

Note

The Price Commission may intervene to reject or modify notifications submitted by Category I and II enterprises at any time during or after the 28 day period which must elapse before the increase can be implemented.

Announcements about price increases where the Price Commission has not intervened are the responsibility of the company imposing the increase.

Rejections

Company	Product	% increase sought
Category I		
Dosco Overseas Engineering Ltd.	Mining equipment:	
	Dintheader	16.98
	Roadheader MK 11A	16.49
	Track ripper	15.85
	MK 11 cutter loader	16.34
	Spares for above	16.41
Category II		
Atkinson's of Clitheroe Ltd.	Motor vehicle body building and agricultural machinery	8.00
BBA Group Ltd.	Brake and clutch liners and allied products	6.01
The British Rollmakers Corporation Ltd. (Roll Division)	Cast iron and cast steel rolls	11.53
British Tool Manufacturers Ltd.	Hand tools	8.54
Edenhall Concrete Products Ltd.	Bricks and blocks	7.94 to 8.36
Euramax Aluminium UK Ltd.	Motor vehicle components	15.73
The McNeil Group Ltd.	Concrete flags and kerbs	5.02
	Concrete pipes, posts, and sundry items	3.08
Wm. Nelstrop and Co. Ltd.	Flour	1.51
Racal Instruments Ltd.	Display oscilloscopes (Type 9383)	6.00
Redland Ltd.	Sand and gravel delivery charges	24.77
The Singer Co. (UK) Ltd.	Domestic and industrial needles	28.00
Square D Ltd.	Electrical control equipment	7.50
Wavin Plastics Ltd.	Wavincoil	8.80
	Wavinflow	15.20
Wedgwood Ltd.	William Adams coffee percolators, earthernware, etc.	5.43

Withdrawals

Company	Product	% increase sought
Category I		
Bass Charrington Ltd.	Wholesale beer and managed house tariffs	3.18
Colman Foods	Sauces	4.06
	'Jif' lemons: 2 oz.	5.96
Compression Joints Ltd.	Non-ferrous fittings, stampings and castings	21.78
Findus Ltd.	Frozen foods	4.60
Gallagher Ltd.	Cigarettes	Not specified
Golden Wonder Ltd.	Potato crisps	4.37
	Potato crisps	4.04
ICI Ltd.	Nylon 6:6 salt (methanol struck)	71.29
	Ethoxol acetate	95.62
Category II		
Alfa-Laval Co. Ltd.	Milking equipment	21.00
W. H. Allen Sons and Co. Ltd. and Arca Controls Ltd.	Bedford engineering services, Arca engineers' service, Bedford spares ex stock, Arca spares ex stock	26.10
Balfour Darwins Ltd.	Castings	8.90
	Magnet products	7.10
Barwell Reed and Kinghorn Ltd.	Glass making, moulds and semi-finished parts	9.46
Cantrell and Cochrane (GB) Ltd.	Soft drinks	6.59
Coates Bros. and Co. Ltd.	Roller coating and tin printing ink	16.22
Hays Business Record Centre Ltd.	Space charges	23.90
Ideal Standard Ltd.	Cast iron heating boiler range	7.30
Jonas and Colver (Tools) Ltd.	Standard hard metal tipped tools	7.50
Kalamazoo Ltd.	Forms, and equipment housing the forms	5.10
KL Foundries Ltd.	Steel castings	30.20
Littlejohn Graphic Systems Ltd.	Printing machines	9.60
Parker Knoll Ltd.	Furniture	2.50
	'Apollo' group furniture	6.34
Pye Record Sales Ltd. and Precision Tapes Ltd.	Pye records	3.90
	Precision cassettes and cartridges	4.89
Redland Ltd.	Waste collection and disposal charges	12.66
Sheepbridge Stokes Ltd.	Special heat and corrosion-resisting steel castings	9.00
Sheepbridge Stokes Ltd. – Alloy Castings Division	Cast iron rods	7.75
Silcock and Colling Ltd.	Cars and commercial vehicles: delivery charges	2.42
Wickham Lang Ltd.	Automatic lathes, power chucks and spares	20.00
Woodhead Components Ltd.	Starter gear rings	22.28
	Steel pressings	19.98

Modifications

Company	Product	% increase sought	% reduction made (percentage points)
Category I			
Allied Breweries (UK) Ltd.	Accommodation, food and drink	5.04	0.30
Associated British Foods Ltd.	Pre-packed household flours	11.51	0.14
BOC Transhield Ltd.	Ambient and chilled merchandise: trunking and tray hire	13.45	5.17
British Industrial Plastics Ltd.	Aqueous resins	25.36	0.004
BRD Co. Ltd.	Drives and transmission units, machined crankshafts for diesel engines	12.98	0.11
Brown and Knight Ltd.	Canned pork products	13.50	0.27
Cape Insulation Ltd.	Rocksil products	6.91	0.36
Cape Universal Claddings Ltd.	Asbestos cement	5.51	1.21
Chloride Bardic Ltd.	Battery powered emergency lighting and safety equipment	13.50	1.60
Ciba-Geigy (UK) Ltd.	Benzotriazole commercial	5.20	0.08
	Benzotriazole pure	5.20	0.08
	Benzotriazole TF dry	5.20	0.08
	Isopropyl chloracetate ethyl cyanoacetate	5.20	0.08
	Reomet – SBT Reomol – DIOP Reomol – CIOP Reolube – HYD 35 Reolube – HYD 70 Reolube – HYD 110 Reolube – HYD HS110 Reofos – HYD 95 Irganox L04 TPPT Reomol – DIOZ Capral wax Roliac acid distilled Reolube C1-1	5.20	0.08
Henry Cooke Ltd.	Paper	6.40	0.13
Delta-Flow Ltd.	Non-ferrous water fittings	10.42	0.73
The Distillers Co. Ltd.	Cased whisky	11.12	0.07
	Cased vodka	6.31	1.37
	Cased gin	0.64	0.17
	Cased whisky	5.18	1.66
Conex Sanbra Ltd.	Compression fittings	11.71	0.89

Company	Product	% increase sought	% reduction made (percentage points)
Eastern Electricity Board	Electricity charges	23.90	1.80
East Midlands Electricity Board	Electricity charges	18.00	1.00
Esso Chemicals Ltd.	Methyl ethyl ketone secondary butyl alcohol	2.98	0.72
Fibre Glass Ltd.	Reinforcement glass fibre products	16.62	1.57
Garton Sons and Co. Ltd. and Valentin Ord and Nagle Ltd.	Glucose and starch products	17.14	0.63
General Industrial Cleaners Ltd.	Charges for providing female office cleaners	14.86	3.61
Elida Gibbs Ltd.	Range of dental, hair and skin preparations	6.02	0.002
GKN (South Wales) Ltd.	Cold rolled strip	8.97	4.09
GR–Stein Refractories Ltd.	Refractory products	7.96	0.24
Hazells Offset Ltd.	Printed periodicals, etc	15.31	2.20
ICI Ltd.	Decorative paints	4.75	0.57
	Ethylamines	11.92	0.12
	Mono glycol ethers	5.31	0.12
	Acetone	10.02	1.70
	Propafilm	26.30	2.56
	1 Chloro 2 Nitro-benzene	£52.15 per tonne	£31.98 per tonne
IMI (Kynoch) Ltd.	Pressed components and assembled products	6.02	0.74
Initial Service Cleaners Ltd.	Cleaning maintenance of offices on a contract basis	7.57	3.06
Kraft Foods Ltd.	Processed cheese	13.21	0.79
	Processed cheese packs	7.89	0.02
	Home produced cheddar cheese	6.87	0.02
Loyds Surervision Ltd.	TV rental hire charges	6.08	1.09
Lucas Batteries Ltd.	Lead acid batteries (OE)	9.76	0.07
	Replacement units (secondary batteries)	8.65	0.05
Magnet Joinery Ltd.	Doors, joinery and kitchen units	17.76	3.58
Merseyside and North Wales Electricity Board	Electricity charges	19.30	2.20
Midlands Electricity Board	Electricity charges	23.20	4.20
Milk Marketing Board	Hard cheese	8.03	0.13
Monsanto Ltd.	Thiurad	12.00	0.16
	Mono-thiurad	12.00	0.16
	Sulfasan R	12.00	0.16
	Sanowhite TBTU	12.00	0.16
	Ureka white	12.00	0.16
	Ureka white F	12.00	0.16
	Phenol detached crystals	12.00	0.16
	Phenol sulphuric acid 60	12.00	0.16
	Montaclere	12.00	0.16
	Phenol sulphonic acid	19.90	3.24
Nobels' Explosives Ltd.	High explosives and ammonium nitrate	8.22 +£3.22 per ton	£0.01 per ton
North Eastern Electricity Board	Electricity charges	19.50	4.10
Northern Dairies (Holme Moor) Ltd.	Full cream sweetened condensed milk	20.52	0.16
	Machine skimmed sweetened condensed milk	22.92	0.13
Northern Ireland Electricity Board	Electricity charges	26.00	8.77
North Western Electricity Board	Electricity charges	22.20	1.70
Pedigree Petfoods Ltd.	Prepared pet foods	8.00	0.05
Philips Domestic Appliances Ltd.	Automatic washing machines	13.33	0.02
	Tumble dryers	16.29	1.13
Pilkington Bros. Ltd. Pressed Glass Division	Colour TV glassware	8.86	0.11
Prices Chemicals Ltd.	Refined glycerine	10.64	0.09
Radiation Gas Fires Ltd.	Gas fires	6.06	0.17
Reckitt and Colman Ltd.	Bonomint/Brooklax	12.94	1.01
Reliance Systems Ltd.	Charge per hour for jobbing labour	32.66	2.64
RHM Foods Ltd. and William Brock and Son Ltd.	Packet and bulk flour	0.09	0.07
Rists Wires and Cables Ltd.	Harness assemblies for automotive industry	16.28	0.78
Rowntree Mackintosh Ltd.	Biscuits, jellies, nuts, spreads, cocoa powder, dry mix products and pickles	2.60	0.01
Rubery Owen Conveyancer Ltd.	Earth moving equipment and welded fabrications for earth moving/construction equipment	13.00	0.20
Satchwell Control Systems Ltd.	Electrical and electronic temperature detectors, and control boxes, valve actuators, valves	18.02	1.12
Spillers-French Baking Ltd.	Long life flour confectionery	7.54	0.69
Southern Electricity Board	Electricity charges	21.90	1.90
South Wales Electricity Board	Electricity charges	22.20	7.30
South Western Electricity Board	Electricity charges	24.90	3.70
TAC Construction Materials Ltd.	Asbestos cement products	7.11	2.40
Tate and Lyle Transport Ltd.	Haulage	13.48	0.46
TI Catering Equipment Ltd.	Electrical catering equipment	14.60	0.56
	Gas catering equipment	13.12	0.53
Vauxhall Motors Ltd.	Replacement parts and accessories	7.53	0.02
Category II			
Addis Ltd.	Own label haircrushes	18.81	0.42
Addressograph-Multigraph Ltd.	Office machinery and associated parts and spares	7.10	4.12
Armstrong Patents Co. Ltd.	Telescopic shock absorbers, struts, lever shock absorbers and other automotive components and industrial fastenings	6.58	2.23
Ault and Wiborg Paints Ltd.	Paints and associated materials (all products)	14.89	0.01
Birmingham Post and Mail Ltd.	Cover prices, newspaper rates, etc.	8.64	0.66
British Waterways Board	Houseboat licences	200.00	170.00
David Brown Gear Industries Ltd. (Foundries Division)	Steel products	14.70	0.76
David Brown Gear Industries Ltd. (Park Gear Works)	Gears and related products	15.06	0.80
Bus Manufacturers Holdings Ltd.	Bus chassis and complete buses, and spare parts	10.23	1.73
Cable Belt Ltd.	30-inch fibre cable belt	14.09	0.16
	36-inch fibre cable belt	10.65	0.19
	42-inch fibre cable belt	8.48	0.30
W. Canning and Co. Ltd.	Acids	11.50	0.27
	Aluminium de smutting salts	13.97	1.73
	Passivation salts	25.53	0.24
	Liquid stripping accelerator	8.27	0.60
Cantrell and Cochrane (GB) Ltd.	Soft drinks	6.99	0.51
Champion Sparking Plug Co. Ltd.	Sparking plugs	18.62	1.52
Civil Aviation Authority	Telephone charges – Prestwick Airport	16.90	1.96
	Telephone charges – Aberdeen Airport	336.10	133.20
Clayton Dewandre Co. Ltd.	Commercial vehicle braking equipment and spares	8.10	0.80
Coalite and Chemicals Products Ltd.	COD	30.00	0.77
The Colchester Lathe Co. Ltd.	Lathes and spare parts	24.30	1.60
Crookes Aneston Division of Boots Co. Ltd.	Sweetex 2000s	7.36	6.30

Proposed new structure of certificates of competency for fishing vessels

Further steps to improve the standard of navigation and seamanship on United Kingdom fishing vessels are proposed by the Department of Trade in a consultative document which has been sent to the fishing industry. The Department of Trade proposes to review and bring up to date the certificate requirements for skippers and second hands employed on fishing vessels operating from UK ports.

The main objects of the review are:

a to implement those recommendations of the Holland-Martin Committee relevant to certificates of competency for those persons in charge of the navigation and machinery of trawlers.

b to remove certain anomalies in the requirements for certificated personnel according to tonnage of fishing vessels.

c to revise the certificates of competency in a deck capacity for fishing vessels and to introduce certificates of competency in the engineering side.

At the same time the Department proposes to extend the present limited water area to include the Faroe grounds and certain other banks.

The vessels to be affected are those of 14 m. or more in length – with higher requirements for vessels of 19 m. or more in length.

The Department envisages that there will be four classes of deck certificates of competency and two classes of engineer certificates of competency in place of the present five certificates of competency for persons employed on deck in fishing vessels.

Undertaking to Director General of Fair Trading

The Director General of Fair Trading announced on 8 May that he has obtained a written undertaking under Part III of the Fair Trading Act 1973 from Mr. Jergen Krupa, trading as Ultra Heating Centre of 141 Donald Street, Roath, Cardiff.

Mr. Krupa, who specialises in the installation of gas heating and ventilating equipment in private houses, has been convicted of offences under the Gas Regulations on two occasions during the past year, and appears to the Director General to have broken his civil obligations to a number of customers.

Mr. Krupa undertakes to refrain from installing gas equipment contrary to the express terms of a contract and also contrary to the implied obligation to carry out the work in a proper and workmanlike manner. He further undertakes to refrain from committing offences under the Gas Safety Regulations 1972 (SI No. 1178). He has informed the Director General that all staff responsible for the defective installations have now been dismissed.

'How to put things right' – leaflet from OFT

The Office of Fair Trading has published a new free leaflet and poster. The leaflet 'How to put things right' is the first of a new series designed to help consumers with specific problems. It explains what action the consumer should take if he or she buys faulty goods or has problems with services which have not been satisfactory.

The leaflet is produced jointly with the British Standards Institution and replaces a similar publication by the BSI which had proved very popular.

The poster, entitled 'Shopping Problems?', advertises the leaflet and provides space for local Trading Standards Officers to give details of where in their area consumers can obtain both the leaflet and advice on other consumer problems. This poster could be displayed in libraries, schools, clinics and other public places.

The leaflet and poster have been supplied to Trading Standards Officers of local authorities and the leaflets are now available at Consumer Advice Centres and Citizens Advice Bureaux.

'Fair Deal', the free booklet published by OFT in November 1974 has been in great demand and over 600,000 copies have been distributed. This publication is a long-life reference guide for consumers and those engaged in giving advice and it is envisaged that the new leaflet will be used where information on a particular problem is being sought rather than general information.

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901. Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.

Hallmarking convention ratified

The Government has decided to ratify the Convention on the Control and Marking of Articles of Precious Metals, Alan Williams, Minister of State for Prices and Consumer Protection announced on 13 May.

In reply to a question in the House of Commons Mr. Williams said:

'We have decided to ratify the Convention and steps are being taken to prepare the necessary order implementing its provisions. This will be laid before Parliament in due course.'

The Convention provides that gold, silver and platinum articles assayed to common standards and marked with Convention marks by authorised assay offices in any Convention country are exempted from further control and marking in the importing country.

The Hallmarking Act 1973 empowers the Secretary of State to designate by order Convention marks as approved hallmarks for the purposes of the Act.

When the order comes into force, imported articles bearing Convention marks may be described as being made of gold, silver or platinum without being subjected to further assaying and hallmarking in the UK.

The Convention does not require participating countries to accept articles below their national minimum standards of fineness. The Convention's marks for silver articles of the 800 and 830 standards will not, therefore, be recognised as approved hallmarks for articles for supply within the UK. (The sterling standard – 925 parts of silver in 1,000 parts of alloy – is the minimum UK standard for silver articles).

The Convention was signed by Austria, Finland, Norway, Portugal, Sweden, Switzerland and the UK in November 1972. It is open to accession by any country having adequate hallmarking arrangements.

Austria, Finland, Switzerland and Sweden have already ratified the Convention, which comes into force between those countries on 27 June 1975.

Illustrations of the Convention marks appear in the notice which dealers and retailers are required to display in their premises. Copies of this notice may be obtained from the British Hallmarking Council, PO Box 47, 41 Church Street, Birmingham B3 2RP.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

Price 85p. Annual Subscription £12 including postage, and a copy of the Definitions of items and units employed in the Digest.

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH).

Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

HMSO BOOKS

Promoting greater safety at sea – Peter Shore on three major problems

Three major problems affecting safety at sea – the exploitation of oil in the North Sea, the carriage of dangerous goods in containers, and the operation of sub-standard ships were highlighted by Peter Shore, speaking at the biennial general meeting of the Merchant Navy and Airline Officers' Association in Liverpool on 13 May.

Speaking of the North Sea – 'one of the most fiercely hostile and dangerous environments in the world' – Mr. Shore said: 'I don't need to stress to you the crucial economic importance to this country of getting North Sea oil flowing ashore as rapidly as possible. But here we are working at the frontiers of a new technology. And the very urgency and scale of this operation has brought huge new problems and dangers. Inevitably there have been casualties and fatalities. Only last weekend a worker fell to his death from the rig on which he was working. Only a few weeks ago there was the tragic loss of the *Compass Rose* with 18 men drowned.

'The case of the *Compass Rose* illustrates one of our major problems. She was a foreign ship sailing in international waters. This makes for difficulties of control.

'But we must be concerned about the whole range of problems thrown up by what is happening in the North Sea now.

'We must be concerned about the suitability of vessels to carry out their tasks in the exploration field.

'We must be concerned about the way these vessels are manned.

'We must be concerned about the new problems involving drilling ships and fixed installations.

'There is a lot of Government thought and activity going on into the whole problem. The Department of Energy is very much involved. So is the new Health and Safety Commission. So of course is my own Department.

'Indeed officials of the Department of Trade are due to meet the UK Offshore Operators' Association tomorrow as a direct consequence of the *Compass Rose* tragedy, to see what lessons can be learnt.

'Meanwhile we make progress tackling both the traditional problems of the North Sea as well as the new ones.

'In January we introduced new rules requiring fishing vessels to be equipped with radio transmitters. And they must now maintain a continuous listening watch at sea.

'In March, we introduced new diving regulations. Although they only control operations from British ships, the UK Offshore Operators' Association has recommended that all its members adopt them, including foreign vessels on the UK continental shelf.

'Then at the beginning of this month, we introduced new rules which represent probably the greatest advance ever made in setting standards for fishing vessel safety, similar in intention to those that apply to merchant ships.

'For the immediate future the Government will be looking closely with the industry at how we can apply the lessons we have learned from recent accidents, including the *Gaul* disaster, as well as working urgently on developing a set of safety regulations for all drilling vessels and installations.

'Second, there is the case of the *Asia Freighter*. The gassing of four men on this ship has implications which I know are of considerable concern to your union. This was a tragedy with two main causes. The master and the officers of the ship had no idea that they carried such deadly cargo packed in such a dangerous way. And American investigations have uncovered short-comings in the procedures adopted by the companies involved in checking and loading the dangerous goods.

'As you know, Masters have the right to refuse a cargo they have reason to think will endanger their ships or their men. But of course it is no use their having this power if they are not told what is being put on board.

'Our own inquiries into this incident are still continuing, but I was glad to learn that you have already consulted the United Kingdom container industry and satisfied yourselves that their procedures are properly controlled. The container industry extends well beyond the operation of shipping, of course, and I don't therefore want to say a great deal at this stage on what might need to be done. But I can point out that the shipping of dangerous goods is generally well regulated both in this country and in the USA. And that until this incident the record of the container industry has been good: it was probaby for this reason that, sensibly, there was no panic reaction to what happened. But even detailed legislation is no defence against ignorance or neglect, and we shall need to think very carefully about what needs to be done.

'If repercussions of this affair are to be avoided, however, a number of things must be done by governments and container and shipping companies all over the world.

'There are clear ways of identifying potential dangers from cargo before they occur. There must be better training of staff working on packing. There must be proper supervision. And there must be accepted and agreed international standards on all these things. But if this doesn't prove enough, if we find that there is some practicable way in which legislation can help to prevent accidents of this kind, then I give you my assurance that we shall not hesitate to legislate.

Safety at sea: sub-standard ships

'But it is little use talking about safety at sea without acknowledging the real concern of British seamen at the continued use of sub-standard ships, of whatever nationality.

'In the past this concern has tended to be associated with flags of particular countries. But increasingly it is being recognised that both the problem itself and its solution must be seen in terms of sub-standard ships generally. As some of you will already know, the United Kingdom is trying, mainly through IMCO, to improve international

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co-operation in dealing with these ships. It is hoped that a special meeting at IMCO headquarters in July will lead to a strengthening of existing arrangements for identifying the ships concerned and taking appropriate action.

'Participation will be open to all IMCO members and organisations, including trade union organisations in consultative status with IMCO. I hope that this will lead to a real improvement in the situation. But it should be recognised that the problem may be one of will rather than means, and that more effective use of existing powers would do a good deal to help.'

Tonnage measurement of pleasure yachts under 45 feet

On 1 June 1975 the Department of Trade is to introduce new arrangements for the measurement of tonnage of pleasure yachts under 45 ft. (13.7 m) overall length.

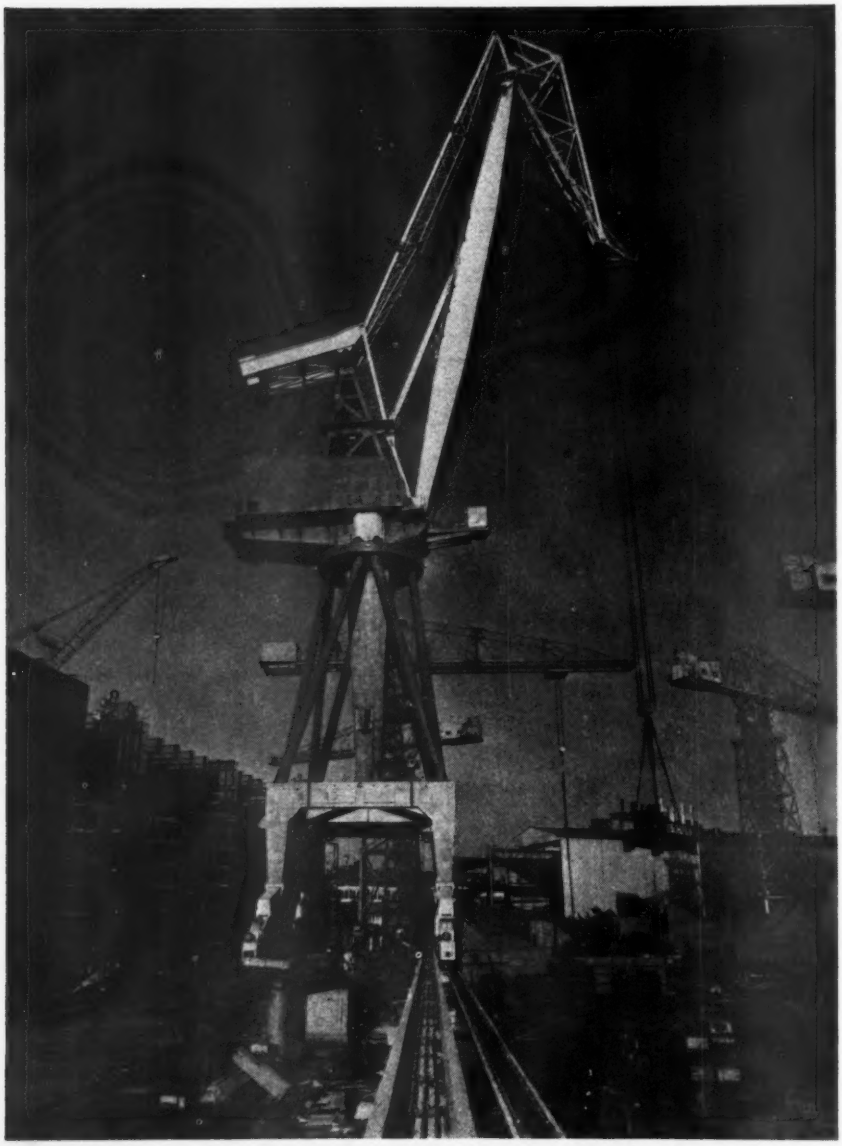
Although pleasure yachts not exceeding 15 tons net need not be registered under the Merchant Shipping Acts if they are used only on the rivers or coasts of the United Kingdom, many owners like to have them registered and if they do so, they must first have them measured for tonnage.

Until now yachts have been measured for tonnage by the Department of Trade's marine surveyors but, after consultation with Lloyds Register of Shipping, the Royal Yachting Association, and the Yacht Brokers, Designers and Surveyors Association, the Department has decided to delegate its measurement functions for pleasure yachts of under 45 ft. overall length to these three organisations. A simplified system of measurement for such yachts is also being introduced at the same time, and the Department hopes that these measures will reduce delays in the registration process.

The measurement service will be provided by the three organisations without discrimination so that applicants need not belong to any of them or have dealings with them for any other purpose in order to avail themselves of their tonnage measurement services.

The new arrangements will be brought into effect by the Merchant Shipping (Tonnage) (Amendment) Regulations 1975 which are published as a Statutory Instrument (1975 No. 594), copies of which may be obtained from HMSO.

Merchant Shipping Notice No. M713 fully explaining the new arrangement and containing an application form for measurement, is available on request from any Department of Trade Mercantile Marine Office.



This new level-luffing crane at the Wallsend shipbuilding yard of Swan Hunter is 340 ft. high and is believed to be the largest of its type supplied to a British shipbuilder. It is one of two ordered for the yard from Clarke Chapman Ltd., Gateshead. The full crane load of 180 tonnes can be lifted to a radius of 100 ft. and the maximum operating radius – with lighter loads – is 225 ft.

New regulations for licensing and testing of heavy goods vehicle drivers

Fred Mulley, Minister for Transport, has laid before Parliament Regulations* to consolidate the 1969 Regulations and subsequent amendments. The new Regulations also amend, from 1 June, existing Regulations by

a removing the requirement to demonstrate the giving of arm signals during a hgv driving test;

b allowing a driving test candidate not able to produce his ordinary driving licence to the examiner to produce instead a statement, issued on behalf of the Secretary of State, that he is awaiting the issue of that licence; and

c increasing the fees charged for heavy goods vehicle drivers' licences and for heavy goods vehicle driving test appointments.

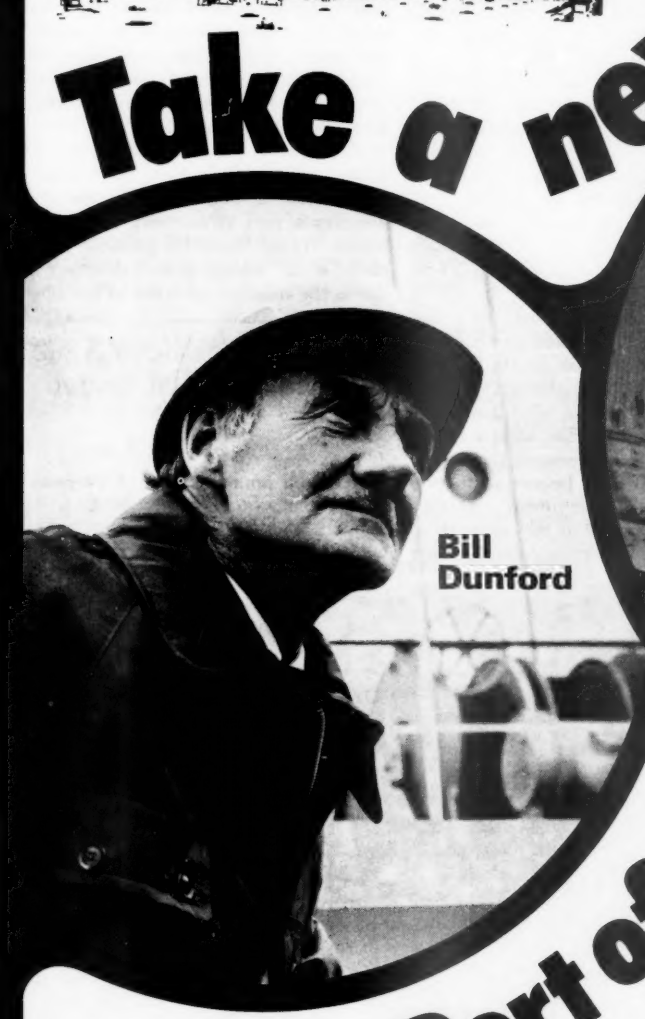
The revised fees will be payable for licences which take effect on or after 1 June and for appointments for tests applied for after 31 May.

The increased charges will be:

	Present	From 1 June
Full (3 year) licence	£1.00	£3.00
Provisional (6 month) licence	£0.50	£1.50
Exchange or duplicate licence	£0.25	£0.75
Driving Test Appointment	£6.00	£8.00

*Heavy Goods Vehicles (Drivers' Licences) Regulations 1975. SI 1975 No. 739 HMSO 32p.

Take a new look...



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BILL DUNFORD, Operations Superintendent, South District. "With the more settled atmosphere and general enthusiasm in the Port, we are really getting moving. Improved productivity is saving days in turning the ships round. We are determined to give good service."

RITCHIE DAVIES, Quay Foreman, Middle District. "All of us working on the docks are keen to see more cargo coming to Liverpool. The lads are working flat out to turn the ships and lorries round faster. Its a pleasure to come to work."

Enquiries to the Marketing Department

THE MERSEY DOCKS & HARBOUR COMPANY

Pier Head Liverpool L3 1BZ Telephone: 051-236 6010 Telex: 627013

Appointment of inspectors

Peter Shore, Secretary of State for Trade, has appointed Derek Joshua Clarkson, QC, LLB, of 2 Park Square, East Leeds and Kenneth Alexander McKinlay, chartered accountant, of Airedale House, Albion Street, Leeds, to act as inspectors to investigate the affairs of Edward Wood and Co. Ltd. and Skibben Winton Construction Ltd., under the provision of Section 165 of the Companies Act 1948.

The appointments follow a special resolution of Edward Wood and Co. Ltd. for the appointment of inspectors under Section 165(a).

Edward Wood and Co. Ltd., which is a subsidiary of D. F. Lyons and Co. Ltd. (now in compulsory liquidation) has an interest in the shares of Skibben Winton Construction Ltd., and the appointment in the case of that company is made under Section 165(b).

Government prefers voluntary approach to energy saving – says Alex Eadie

The Government 'prefers to rely as much as possible on a voluntary energy conservation programme, with the co-operation and good sense of all concerned,' Alex Eadie, Parliamentary Under-Secretary of State for Energy, said on 13 May. Mr. Eadie was speaking to industrialists and local authority personnel at a Loughborough University of Technology course on industrial fuel economy.

Referring to the present legal restrictions on the use of electricity for heating and lighting, he said: 'These were the minimum necessary to help create the right climate for our energy conservation campaign. These legal restrictions are, of course, an aid in reducing energy consumption without undue hardship; but they are also a constant psychological reminder that we do have an energy problem.

'We recognise, of course, that legislative controls are often not the best answer to our problems. It is a fact, however, that many people instinctively do not believe a situation is serious unless the Government legislates.

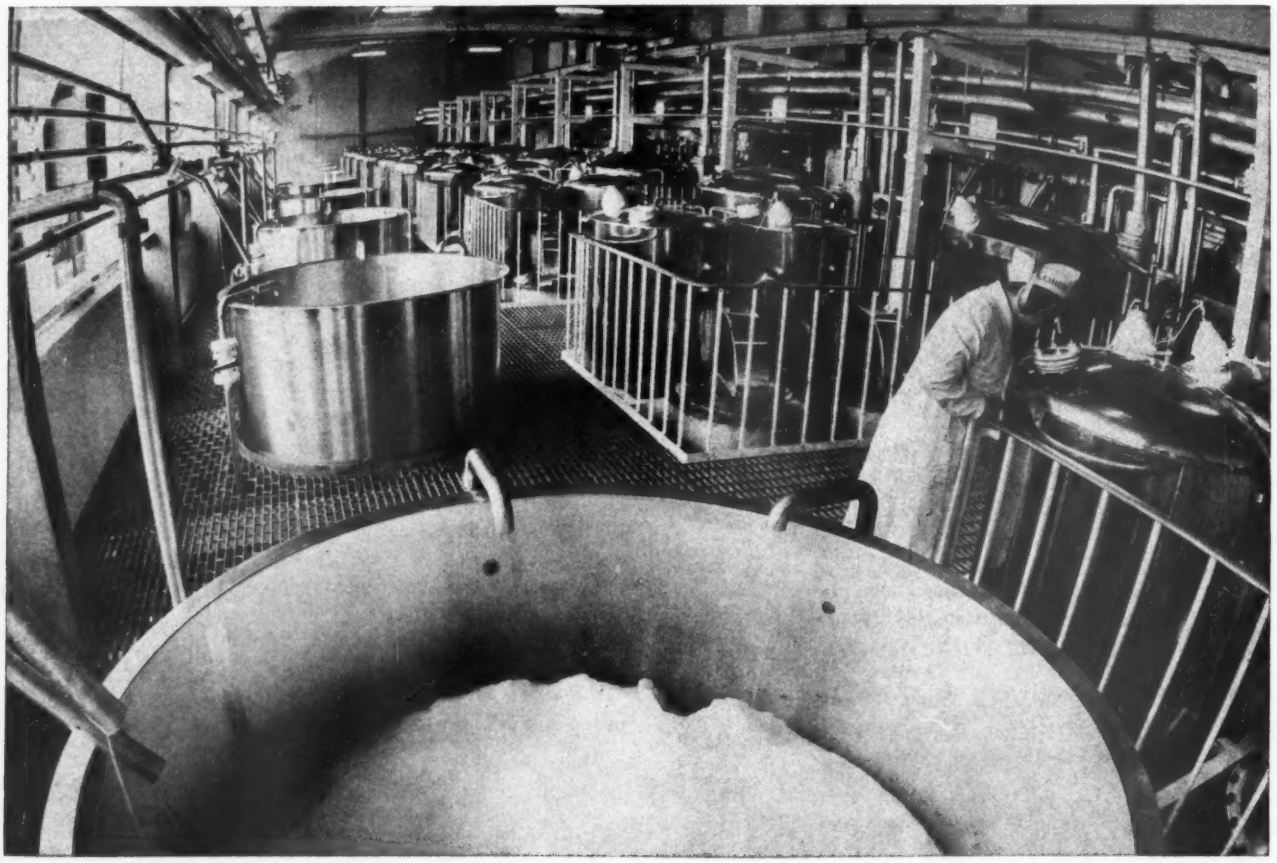
'Nonetheless, we prefer to rely as much as possible on a voluntary energy conservation programme, with the co-operation and good sense of all concerned.

'It is all too easy to propose the introduction of laws and regulations, but such a statutory programme would be fraught with difficulties. It is foreign to our national character to try to force people to change well-rooted habits by too many threats of fines and imprisonment.

'No, what we hope to achieve is a fundamental change both of outlook and, more importantly, of habits, so that energy thrift becomes a part of our way of life – second nature. As our "Save It" publicity campaign makes clear, "energy sense is common sense": this is the message we want to get across.'

Property Services Agency publications list issued

A new and annotated list of Property Services Agency publications available to the public has been published as a further step in the campaign to improve the presentation



Doubled exports in two years for edible, pharmaceutical and photographic gelatins have earned the Leiner group, Treforest, Mid-Glamorgan, its second successive Queen's Award to Industry for export achievement. Gelatin production at Treforest is currently running at £12 million annually of which 60 per cent, now double the figure of a year ago, is exported to 59 countries. Last year's Award to Leiner was for the export of soft shell gelatin capsules which the company had quadrupled that year to 70 per cent of output. Picture shows the evaporating hall at Treforest where holding vessels and associated three-stage vacuum evaporators process up to 35,000 litres of low concentration gelatin solution an hour. The plant operates continuously for all but five days a year.

of guides to information for the construction industry. It has been prepared by the Library Service of the Property Services Agency, Department of the Environment, and is free to inquirers.

The list shows publications currently in print and available from both HMSO and PSA as well as a few titles of particular importance which are now out of print, but may be seen in any PSA library. It covers construction industry subjects from adhesives and aircraft pavements to vapour barriers and windows. Each item listed is fully described.

Copies of *PSA Publications 1975, Building Design and Construction, an annotated list* may be obtained, free of charge from PSA Library Sales Office, Room 018, Lambeth Bridge House, London, SE1 7SB (tel. 01-211 6161), or from any library in PSA Regional or Area Offices. Copies of non-HMSO publications listed can also be obtained from these libraries.

Work of the Royal Mint in 1974

During 1974, the Royal Mint produced some 1,197 million coins, almost all of which were struck at Llantrisant. Tower Hill concentrated on the manufacture of sovereigns, coinage blanks, official and commercial medals and the production of embossing seals and revenue dies.

Coinage for overseas governments accounted for nearly 39 per cent of the year's total production: in addition, some 243 million coins for export were struck by subcontractors working under Royal Mint supervision. Countries and territories to which coins have been supplied include:

Afghanistan, Bahamas, Belize, Bermuda, Brunei, Cayman Islands, Costa Rica, Cyprus, Dominican Republic, Ecuador, Eire, El Salvador, The Gambia, Guyana, Guernsey, Hong Kong, Iceland, Indonesia, Iraq, Jamaica, Jordan, Kenya, Kuwait, Libya, Malawi, Malta, Mauritius, Morocco, Nicaragua, Oman, Rwanda, Seychelles, Sierra Leone, Sri Lanka, St. Helena, Swaziland, Tanzania, United Arab Emirates, Uganda, Yemen Arab Republic, People's Democratic Republic of Yemen and Zambia.

Transport Users' Consultative Committee for South East

Shirley Williams, Secretary of State for Prices and Consumer Protection, has appointed Miss M. Denby as a member of the Transport Users' Consultative Committee for the South Eastern area to fill the vacancy caused by the resignation of Miss P. Stevens.

The Committee members are unpaid volunteers, appointed after consultation with numerous organisations under the provisions of the Transport Act 1962.

South Eastern Gas Consumers' Council

Shirley Williams, Secretary of State for Prices and Consumer Protection has appointed Mr. W. A. Rowlatt of Hove as a member of the South Eastern Gas Consumers' Council until 30 June 1977.

Wales Gas Consumers' Council

Alan Williams, Minister of State for Prices and Consumer Protection has announced the appointment of Miss M. Roach, JP, of Cardiff, as Chairman of the Wales Gas Consumers' Council, for three years from 1 June.

Monopolies and Mergers Commission

Shirley Williams, Secretary of State for Prices and Consumer Protection, has appointed Cyril Thomas Howe Plant, OBE, as a new member of the Monopolies and Mergers Commission from 1 May 1975.

Re-appointment to BSC

Tony Benn, Secretary of State for Industry, has re-appointed the Hon. William K. J. Weir as a part-time member of the British Steel Corporation for a further period of three years from 27 April 1975. Mr. Weir takes a special interest in the Corporation's affairs relating to Scotland.

Mr. Weir is the eldest son of Viscount Weir.

Electricity Board reappointments

Eric Varley, Secretary of State for Energy, has reappointed William Smart, of Stocksfield, Northumberland, as a part-time member of the North Eastern Electricity Board for a further period from 1 June 1975 to 31 March 1977.

Mr. Varley has also reappointed Sir St. John Elstub, of Hartlebury, near Kidderminster, Worcestershire, as a part-time member of the Midlands Electricity Board for a further period of one year from 1 July 1975.

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
26 April 1975		
1,129,185	Standard Telephones and Cables Ltd.	Improvements in or relating to waveguide filters
1,136,158	Standard Telephones and Cables Ltd.	Improvements in or relating to waveguide filter
1,203,148	Standard Telephones and Cables Ltd.	Marking ink
1,248,878	Standard Telephones and Cables Ltd.	Take-up reel
1,250,245	Standard Telephones and Cables Ltd.	Glass composition
1,275,886	Standard Telephones and Cables Ltd.	Injection lasers
1,302,813	Standard Telephones and Cables Ltd.	Film resistor
1,250,739	Ocriet Fabriek NV	Concrete coated with plastic material
1,256,961	Etablissements Devoisselle & Cie	Pack for carrying containers
1,360,461	Chinoin Gyogyszer-Es Vegyeszeti Termekek Cyara RT	Isoflavone derivatives
1,362,305	Nippon Hoso Kyokai	Dodde array target for a camera tube
1,365,576	Commissariat A L'Energie Atomique	Sealing device
1,372,809	Priestman Brothers Ltd.	Hydraulic ram circuit
1 May 1975		
1,154,300	Commissarait a l'Energie Atomique	A method for the non-destructive testing by eddy-currents of electricity conducting tubes
1,245,308	Commissarait a l'Energie Atomique	Improvements in and relating to sealing devices
1,254,386	Commissariat a l'Energie Atomique	Radioisotope heat source boiler for power generators
1,247,069	Commissariat a l'Energie Atomique	Process and device for the separation of gas molecules of different masses
1,255,064	Commissarait a l'Energie Atomique	Method of non-destructive eddy-current testing of electrically conductive tubes and corresponding apparatus
1,256,454	Commissarait a l'Energie Atomique	Process for re-enriching deuterium-depleted hydrogen
1,259,311	Commissariat a l'Energie Atomique	Apparatus for the production of a high D.C. potential difference
1,114,957	Societe Anonyme Automobiles Citroen	Improvements in or relating to wheel suspension arms of independant wheel vehicles
1,270,931	Hawker Siddeley Dynamics Ltd.	Improvements in or relating to flat strip wiring

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patent Form No. 45 within two months after the date of endorsement.

E. Armitage
Comptroller

Parliament

Monday, 12 May

Ryder report on British Leyland

Questions on the comments of the EEC Commission on the Ryder report on British Leyland were asked by Mr. J. W. Rooker (Birmingham, Perry Barr), Mr. Les Huckfield (Nuneaton), Mr. Caerwyn Roderick (Brecon and Radnor) and Mr. Brian Sedgemore (Luton West).

Mr. Benn replied: 'The EEC Commision is studying the Government's proposals and I expect to receive their comments in due course. I shall inform Parliament of their decision on the matter.'

Motor vehicle production

Mr. Ralph Howell (North Norfolk) asked for information concerning man hours per vehicle produced in (a) the British motor industry as a whole and (b) British Leyland.

Mr. Meacher said that general comparisons of the number of man hours per vehicle produced, not taking account of the differing range and complexity of the vehicles involved and the varying extents to which manufacturers buy in parts and components, were not in themselves meaningful. In chapter 9 of their report on British Leyland the team under Sir Don Ryder referred to the unreliability of such comparisons but did, nevertheless, recognise the need for improved productivity and their proposals were designed to bring about these improvements.

Unemployment in West Midlands

Mr. John Lee (Birmingham, Handsworth) asked for an estimate of the percentage of current unemployment in the West Midlands area attributable to the failure of the private sector to invest adequately.

Mr. MacKenzie answered: 'On a seasonally adjusted basis, the current rate of unemployment in the West Midlands is 3.1 per cent, compared with 3.3 per cent for Great Britain as a whole. Lack of adequate investment in the private sector is certainly one of the factors responsible for this rate of unemployment which, both nationally and in the region, is much too high.'

Employment in Scottish advance factories

Mrs. Winifred Ewing (Moray and Nairn) wanted to know the number of men and women, now employed in all the advance factories built in Scotland since 1964.

Mr. MacKenzie said that the information was not readily available in the form asked but in all the Department's factories in Scotland 48,000 men and 31,000 women were employed at 31 March 1975. Of these numbers an estimated 6,100 men and 4,000 women were employed in advance factories built since 1964.

Concorde

Mr. Iain MacCormick (Argyll) asked about the number of claims for compensation for damage caused by Concorde received from residents and firms in Argyll, the proportion of these claims allowed or disallowed, and the number of claims at present outstanding.

Mr. Meacher said: 'Since Concorde began flying supersonically on the West Coast route in 1970, 74 claims for compensation for damage have been received from residents and firms in Argyll. Of these 61 have been allowed, 11 have been disallowed; and two are currently outstanding.'

Consumer protection in sale of motor cars

Mr. Eddie Loydon (Liverpool, Garston) asked if the Secretary of State for Prices and Consumer Protection would give early consideration to the need for strengthening consumer protection in the sale of motor cars.

'The legal protection of the consumer buying a motor car has been strengthened considerably in recent years,' said Mr. Williams. 'The Director General of Fair Trading is now discussing with the motor trade a code of practice for the industry. If my Hon. Friend has specific points which he would like to see included in the code, I am sure that the Director General would be glad to consider them.'

Food prices

Mr. Teddy Taylor (Glasgow, Cathcart) asked the Secretary of State for Prices and Consumer Protection: 'If her assessment that retail food prices have not been significantly affected by Great Britain's membership of the EEC is based on the assumption that the levy system would have been continued if Great Britain had not joined the EEC?'

Mrs. Williams answered: 'The assessment takes no credit for any levies that might have been in force had we continued with our pre-Accession system of farm support, although this did of course provide for levies and minimum import prices. The assessment assumes that tariffs would have remained at their pre-Accession levels. It must again be emphasised that the further we move from the date of entry the harder it becomes to estimate precisely what food prices would have been had we stayed out.'

Mr. Taylor also asked for information about the change in the price of imported foodstuffs from 15 October 1974 to 18 March 1975, when retail food prices in Great Britain rose by 14.1 per cent.

Mr. Maclennan replied: 'Information about the price of food imports into the United Kingdom is not available from international sources. Some indication of changes in import prices is given by the unit value index of imported food and feeding-stuffs, which rose by 15.9 per cent between October 1974 and March 1975. Import prices of course often reflect contracts entered into some time in advance. They cannot be related to retail food price movements over so short a period.

'The figures do not reflect the effects of EEC membership, either tariffs, levies or subsidies: but as I have explained to the House, the overall effects of these on food prices is broadly neutral.'

Hosiery and knitwear industry

Mr. Michael Latham (Melton) asked the Secretary of State for Trade: 'Whether he has now received the letter dated 2 May sent to the Department by the President of the Knitting Industries' Federation and the General Secretary of the National Union of Hosiery and Knitwear Workers regarding the state of trade in the industry; and what reply he has sent?'

'The Prime Minister has asked me to reply to this letter and I shall do so within the next few days,' replied Mr. Shore.

Private police forces

Mr. A. J. Beith (Berwick upon Tweed) asked the Secretary of State for Trade to list any private police forces for which he is in any respect responsible, indicating their present strength and the statutes in which any specific powers are conferred on each such force.

Ministers at the Department of Industry

Secretary of State for Industry: Anthony Wedgwood Benn
Minister of State: Lord Beswick
Parliamentary Under-Secretaries of State: Gregor MacKenzie
Michael Meacher

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

Mr. Clinton Davis replied: 'The Manchester Airport Police, with present strength of 68, derive their powers from the Manchester Corporation Act, 1954; and the Birmingham Airport Police, with 29, from the Birmingham Corporation Act, 1970. I am not responsible for these private police forces, but I have a general responsiblity for airports.'

Trade with OPEC market

Mr. Iain Sproat (Aberdeen South) asked for information on the UK balance of trade with the OPEC market as a whole and by individual countries over each of the last available five years and also wanted to know the top five categories of goods, in terms of value, exported by the UK to the OPEC market as a whole, and to individual OPEC countries, over the latest available five years and on the same basis, UK imports from OPEC.

Mr. Deakins answered: 'Statistics of trade on a balance of payments basis are not available for individual countries of OPEC nor for OPEC as a whole. Statistics of trade on an Overseas Trade Statistics basis (ie imports valued cif and exports fob) with member countries of OPEC, which comprises Algeria, Ecuador, Indonesia, Iran, Iraq, Kuwait, Libya, Nigeria, Qatar, Saudi Arabia, United Arab Emirates and Venezuela, may be obtained for 1970 to 1972 from Volume I of the *Annual Statements of Trade of the United Kingdom* and for 1973 and 1974 from the December issues of the *Overseas Trade Statistics of the United Kingdom*.'

Imports of food

Questions were asked by Mr. Brian Sedgemore on the value of UK imports of a number of foods.

Mr. Deakins gave the following information for March 1975:

IMPORTS OF SELECTED PRODUCTS FROM PARTICULAR AREAS

	£ per ton[1] cif	Tons
Fresh and Frozen Fish (SITC(R)031.1)		
EEC countries	454	3,217
Non-EEC countries	278	5,266
West Germany	289	466
Poland	132	1,091
Prepared and Preserved Fish (SITC(R)031.2)		
Denmark	1,924	2
South Africa	—	—
Oranges, Tangerines, Mandarins, Clementines, Satsumas and other similar Citrus Hybrids (SITC(R)051.1)		
EEC countries	105	200
Non-EEC countries	94	37,459
Netherlands	96	54
Israel	90	21,194
Fresh Bananas (SITC(R)051.3)		
EEC countries	147	2,885
Non-EEC countries	143	20,648
West Germany	141	275
Netherlands	141	846
Surinam	104	2,065
Colombia	98	494
Fresh Apples (SITC(R)051.4)		
Total	201	27,144
Fresh Pears and Quinces (SITC(R)051.92)		
EEC countries	192	2,632
Non-EEC countries	190	4,796
Netherlands	170	1,405
South Africa	190	4,794

Note (1). Values per ton derived from the *Oversees Trade Statistics of the United Kingdom* are not true prices. They are influenced by differences in the commodity composition within the particular SITC(R) sub-group defining the commodities, in the quality of the goods, transport costs and in certain other factors.

Japanese cars

Mr. John Parker (Barking, Dagenham) asked if the Secretary of State for Trade would take steps to limit the imports of Japanese cars to the same total as British car imports to Japan.

'No Sir,' said Mr. Deakins. 'To do so would not only be in breach of our international obligations but would also create a serious risk of retaliation against such major British exports to Japan as Scotch whisky, agricultural equipment, aero-engines, wool cloth and pharmaceuticals. I am, however, ready to consider any evidence of unfair trading practices that may be put to me.'

Engineering exports to Scandinavia

Mr. John Osborn (Sheffield, Hallam) inquired about the provision of ECGD credits for the export of engineering products including engineers' tools and equipment to Norway, Sweden, Finland and Denmark.

'The full range of ECGD's credit insurance and financial facilities continues to be available for all these markets,' said Mr. Shore. 'The availability of these facilities remains subject to the Department's normal underwriting considerations.'

Burmah Oil

Mr. Doug Hoyle (Nelson and Colne) asked for a statement on the sale by Burmah of 75 per cent of its share in the Ninian and Thistle fields in the North Sea.

Mr. Eric Varley, Secretary of State for Energy, referred to his statement in the House on 15 January that, *inter alia*, Burmah had undertaken, in consideration for the support to be provided by the Bank and the Government, to transfer to the Government, when required, 51 per cent of its interest in commercial oilfields in the North Sea. 'Negotiations with the company on the terms on which this transfer will take place are in progress,' said Mr. Varley. 'Any sale by Burmah of any part of its interests in the Thistle and Ninian fields would require my consent.'

Mr. Hoyle also asked for a statement about the sale of profitable sections of Burmah Oil such as Signal Oil and Edwin Cooper and the closure of the Burmah Research Centre at Bromborough.

'As I told the House on 15 January,' said Mr. Varley, 'some slimming down of Burmah's operations was an inevitable part of the reconstruction of the company's activities. I am informed that the company has asked its American financial advisers to seek firm orders for its American assets; that it has reached agreement in principle with the Ethyl Corporation for the sale of Edwin Cooper; and that the closure of the Bromborough research facilities has been necessitated by heavy and rising costs, but research and development will continue in the company's other establishments.'

UK coal reserves

Mr. Edwin Wainwright (Dearne Valley) asked for the amounts, in tonnage, of the known coal reserves in the UK.

Mr. Alex Eadie, Parliamentary Under-Secretary of State, Department of Energy, said: 'The present estimate of total proved reserves of coal in the UK is about 100 thousand million tons.'

North Sea oil and gas

Mr. Tim Renton (Mid Sussex) and Mr. Peter Viggers (Gosport) asked for an estimate of the total capital cost of bringing the North Sea gas and oilfields into full production.

Mr. Varley replied: 'Present estimates of the likely capital cost of developing the proven reserves of North Sea oil and gas, excluding the gas fields already in production, lie within the range £6,000/7,000 million in today's money. The share of the investment to be borne by BNOC will depend on the outcome of the present participation negotiations.'

Mr. Peter Fry (Wellingborough) asked for an estimate of the number of jobs that would be created by 1978 from the development of offshore oil in Great Britain.

'I regret that the information is not available in the form requested,' said Mr. Varley. 'A broad estimate of the present number of jobs directly related to North Sea oil in Scotland and the Northern Region of England is 38,000. This number is expected to increase by about 11,000 over the next two years. These figures do not take account of indirect employment related to North Sea oil.'

Mr. Peter Morrison (City of Chester) and Mr. Ioan Evans (Aberdare) asked for an estimate of the amount of oil to be brought ashore from the North Sea and the Celtic Sea in the years 1976 to 1980, respectively.

Mr. John Smith, Parliamentary Under-Secretary of State, Department of Energy, said: 'As my Rt. Hon. Friend's report to Parliament shows we expect production to build up rapidly from commencement this year to reach a level of 100 to 130 million tons per annum in 1980. The report indicates the way in which we expect this build-up to occur. Even if discoveries are made in the near future in the Celtic Sea, it is unlikely that development could take place quickly enough to enable these discoveries to contribute significantly to total 1980 production.'

Fire-fighting equipment at North Sea oilfields

Mr. Hamish Gray (Ross and Cromarty) asked if the Secretary of State for Energy is satisfied that adequate fire-fighting equipment is constantly available at North Sea oilfields.

Mr. Smith answered: 'Under the existing Petroleum Production Regulations the provision of fire-fighting equipment is part of licensees' obligations to follow good oil field practice. The operators of UK offshore oil fields due to come into production in the near future have equipped their platforms and will be following procedures which my Department considers will fulfil those obligations. The operators of offshore gasfields which have been in production for some six years or more already meet these requirements. In addition offshore operators will take special emergency measures when required to deploy some of the many vessels available in the offshore production area.'

UK energy consumption

Mr. Robert Woof (Blaydon) asked the Secretary of State for Energy for an estimate of the present annual increase in the United Kingdom consumption of energy expressed as millions of tons of coal-equivalent; and what proportion is met by coal

petroleum fuels, nuclear power and other sources of energy.

Mr. Eadie replied: 'The present annual increases in the United Kingdom consumption of primary energy, based on a comparison of data for the first two months of this year (the latest available) with the same two months of last year, is 27 million tons of coal equivalent (mtce). This increase is estimated to be made up of an increase of 33 million tons of coal, a decrease of 8 mtce of petroleum, an increase of 3 mtce of natural gas and a decrease of 1 mtce of nuclear and hydro-electricity.

'These figures, although arithmetically correct, are somewhat misleading. The months of January and February 1974 were affected by the three-day week and disruption of oil supplies. More meaningful figures can be obtained by comparing January and February 1975 with the corresponding months of 1973. On this basis primary energy consumption is estimated to have decreased by 21 mtce. The decrease is estimated to be made up of a decrease of 12 million tons of coal, a decrease of 21 mtce of petroleum, an increase of 11 mtce of natural gas and an increase of 1 mtce of nuclear and hydro-electricity.'

Tuesday, 13 May

Lonrho Ltd.

Mr. Ronald Bell (Beaconsfield) asked when the Secretary of State for Trade expects to publish the report of his departmental inquiry into the affairs of Lonrho Ltd.

'The Inspectors have not yet concluded their inquiries,' said Mr. Shore. 'When they have submitted their report, it will be considered and a decision then taken as to publication.'

Timber imports

Figures were requested by Mrs. Winifred Ewing to show the total annual value of timber imports into the UK in each of the last three years, broken down by the percentage from each country of origin.

Mr. Deakins gave the following information:

IMPORTS OF TIMBER (SITC(R) 242 AND 243)

	1972	1973	1974
Total value £ million cif	252	456	587
Percentage distribution by country of consignment			
Total	100	100	100
of which:			
Sweden	25.4	25.9	23.7
Finland	20.1	15.9	20.3
Canada	9.6	12.0	16.1
Soviet Union	15.4	12.5	15.2
Portugal	1.5	1.9	3.1
Poland	4.2	3.5	2.3
Other countries	23.8	28.3	19.3

Post Office staff

Mr. Ralph Howell (North Norfolk) asked how many people were employed by the Post Office in each year since 1960.

Mr. MacKenzie said: 'The Post Office tells me that the number of people employed on 1 April each year since 1960 is as follows:

1960 – 338,840; 1961 – 350,377; 1962 – 365,874; 1963 – 371,634; 1964 – 376,601; 1965 – 384,208; 1966 – 397,207; 1967 – 406,803; 1968 – 412,531; 1969 – 417,022; 1970 – 407,669; 1971 – 414,844; 1972 – 416,370; 1973 – 421,313; 1974 – 420,914.

'The increase in staff reflects the growth of and increases in the Post Office Businesses including the rapid growth of the telecommunications network during the period 1960-68 and the number of postal staff needed to take account of the wider dispersal of the population.'

Wednesday, 14 May

Industrial development

Mr. Douglas Crawford (Perth and East Perthshire) inquired about the number of industrial development certificates applied for, and the number refused, in the south-east region of England and in Scotland in 1974.

Mr. MacKenzie told him that the number of applications for Industrial Development Certificates for south east England and Scotland approved in 1974 was 377 and three, respectively. Thirty-seven were refused for south east England and none for Scotland during the period.

Mr. MacKenzie went on: 'It is not possible to make any meaningful comparisons between south east England and Scotland because in

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The last few years have also witnessed considerable technological changes. These include the increasing transport of freight by air, and perhaps even more important, the container revolution and the development of the combined transport concept. All these have begun to exert influence on traditional patterns of trade and on the customary trade terms—in fact on the accepted rules which have governed c.i.f. and f.o.b. law for so long. These developments are considered by the author, and account is taken of the efforts of the International Chamber of Commerce to prepare definitions of new forms of c.i.f. and f.o.b. for use in contracts involving these modern modes of transport, although these terms are, of course, not complete.

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July 1972 the IDC control ceased to apply in Development Areas. Thus in Scotland from July 1972 to August 1974 the control operated only in the Edinburgh, Leith and Portobello Employment Exchange Areas. After these areas were made into Development Areas in August 1974, the control ceased to operate anywhere in Scotland.'

Mr. Crawford also asked what proportion of square footage of industrial development for which IDCs were issued in 1974 comprised warehousing and storage development in Scotland and the south-east region of England, respectively.

'This information is not available,' said Mr. MacKenzie. 'The IDC control applies to industrial buildings, including those (eg storages) used for purposes ancillary to an industrial activity. Ancillary space is not recorded separately for statistical purposes. Wholesale warehouses and distribution depots are not subject to the IDC control. IDC's have in any case not been required in any part of Scotland since August 1974 when the Edinburgh, Leith and Portobello Employment Exchange Areas were made into Development Areas from Intermediate Areas.'

Trade with EEC countries

Mr. Neil Marten (Banbury) asked for the latest estimate for United Kingdom outward direct investment in EEC countries and for inward direct investment from other EEC countries.

Mr. Deakins answered: 'The latest estimates relate to the year 1973 and are given in Tables 17 and 27 of the Business Monitor M 4, Overseas Transactions 1973, a copy of which is in the Library.'

Thursday, 15 May

Wool textile industry

Dr. Keith Hampson (Ripon) asked what protection would be given to the wool textile industry against increases in low-cost imports.

Mr. Shore replied: 'There are already quotas on imports of wool fabric from Japan and the Eastern Area. In addition worsted spun acrylic yarn is included in the list of proposed restraints being negotiated between the EEC and Far East suppliers under the GATT Multifibre Arrangement. The Government is still considering the British Textile Confederation's proposal for comprehensive cuts in textile imports.'

Dr. Hampson also asked for information on the present state of talks within the EEC on operating the multi-fibre arrangement against cheap imports of wool textile fabrics and outer garments, and on proposals from the Commission of the EEC with regard to operating the multi-fibre arrangement.

Mr. Shore said: 'Agreement has been reached in Brussels on mandates for negotiating bilateral agreements under Article 4 of the GATT Multifibre Arrangement between the EEC and several major supplying countries. An agreement with India has been signed; and negotiations with some other suppliers are well advanced. The Government are continuing to press for speedy action by the Community in completing these arrangements. They will cover a range of wool textile fabrics and outer garments, but details of coverage and quota levels cannot yet be given and must await the outcome of negotiations.'

Cost of telephone calls

Mr. Tom King (Bridgwater) asked to know the percentage increase between 1970 and the present in the cost of a six-minute local call made in the morning between the hours of 9 a.m. and 1 p.m., Monday to Friday, from an exchange with STD and not from a coin box.

Mr. MacKenzie answered: 'The Post Office inform me that the price of a six-minute local call between 9 a.m. and 1 p.m. has increased by 418 per cent from July 1970 to the present day. But the charge for a six-minute call was reduced in 1970 and the increase quoted is measured from the reduced rate. Over half of the local calls made between 9 a.m. and 1 p.m. are shorter than two minutes and the price for these has risen by 73 per cent since July 1970.'

Capital receipts of Post Office

Mr. Timothy Sainsbury (Hove) asked how much of the capital receipts of the Post Office for 1974-75 arises from the sale of land.

'It is too early to give the precise figures before the audited accounts of the Post Office are published later this summer; but the receipts from the sale of land in 1974-75 are not expected to exceed £3 million,' said Mr. MacKenzie.

Wool textile industry

Mr. Richard Wainwright (Colne Valley) asked how much remains available to the wool textile industry of the Government grant for assisting its re-equipment.

Mr. Meacher answered: 'Out of the sum of £15 million set aside under Section 8 of the Industry Act 1972 for the scheme of assistance to the wool textile industry nearly £8 million has been committed in offers of grants made and accepted; of this £2.9 million has been paid out.'

EEC regional assistance

Mr. John Pardoe (North Cornwall) asked for details of all financial aids available to industry and the public services in Cornwall from the European Economic Commission; how many of these have been taken up; and the value in each case.

Mr. MacKenzie answered: 'Financial aid is available through the EEC Commission for Cornwall from the European Social Fund for the training, re-training or re-settlement of workers; £56 million has been allocated to the UK from the Social Fund since 1973, but no figures are available on a regional basis. Grants are available from FEOGA towards projects promoting the objectives of the Common Agricultural Policy; no grants from FEOGA have been made to Cornwall. Cornwall is one of the areas within the UK within which investments may qualify for assistance from the Regional Development Fund when it has come into operation.'

Steering Committee on Pilotage

Mr. John Cartwright (Greenwich, Woolwich East) asked for a statement about the response received from interested parties to the recommendations of the Steering Committee on Pilotage published in June 1974.

Mr. Clinton Davis replied: 'Comments on the report of the Steering Committee on Pilotage have been received from 30 organisations and two individual pilots. Discussions with the various interested parties since the publication of the report have shown a wide measure of support for the proposals of the Steering Committee.'

ACP countries

Mr. Frank Hooley (Sheffield, Heeley) asked for a list of those sensitive manufactures on which tariff quotas are applied by the EEC under the Lomé Convention and the ACP countries which are the main suppliers of these sensitive goods.

Mr. Deakins replied: 'The only ACP manufacture for which there will be tariff quotas is rum. The principal ACP suppliers are the Bahamas, Guyana, Jamaica and Trinidad and Tobago. The quota arrangements will ensure that these countries' traditional duty-free access to the UK market will be fully safeguarded.'

Friday, 16 May

Dynasafe Seating Ltd.

Mrs. Ann Taylor (Bolton West) asked for action to protect the jobs of those people employed by suppliers to British Leyland such as Dynasafe Seating Ltd. of Bolton.

'I understand that British Leyland propose to transfer Dynasafe Seating work to one of its own subsidiaries,' said Mr. Benn. 'In general the Government's decision to support British Leyland will protect the jobs of large numbers of people employed by its suppliers.'

Welsh language

Mr. Gwynfor Evans (Carmarthen) asked the Secretary of State for Industry to confirm that the only information for public use published in the Welsh language by or on behalf of his department is that released through the Small Firms Information Centre in Cardiff.

'I confirm that the only information for public use published in the Welsh language by or on behalf of my department is that released through the Small Firms Information Centre in Cardiff,' said Mr. MacKenzie.

Trade with OPEC

Mr. Iain Sproat (Aberdeen South) asked the Secretary of Trade to list the UK share of the OPEC market as a whole, and by individual countries, for each of the latest five years for which figures are available.

Mr. Deakins gave the following information:

PERCENTAGE SHARE OF IMPORTS FROM UNITED KINGDOM

	1969	1970	1971	1972	1973
Algeria	2.7	3.3	5*	6*	4*
Libya	12.3	9.4	10.0	8.8	7.1
Nigeria	34.8	30.7	31.9	29.5	27.1
Kuwait	12.7	11.9	11.5	10.2	9.7
Saudi Arabia	10.5	7.4	9.1	11*	8*
Iran	12.3	9.7	11.1	11.5	10.0
Iraq	12.0	12.0	9.2	9.7	8.1
Qatar	22.6	25.0	37.3	26.8	27.4
United Arab Emirates	25*	24*	23*	18*	16*
Indonesia	3.5	3.5	4.3	4.3	3.2
Ecuador	5.0	4.0	4.1	6.3	6*
Venezuela	5.4	5.1	5.2	5.3	3.7
Total OPEC	11.0	10.1	11.7	11.0	9.1

Figures for 1974 are not yet available from OPEC countries.
* IMF estimates.
Source:
IMF and UN.
Qatar – National publication.

Educational accommodation

Mr. Robert Hicks (Bodmin) asked what was his estimate of the effect on the hotel and catering

industry of higher educational establishments letting their residential accommodation during vacation periods for commercial purposes when there was no academic or other associated reason for such activities; and whether he would investigate this practice with a view to satisfying himself about the standards of accommodation offered and the desirability of introducing a code of practice to regulate the matter.

In answer Mr. Deakins said: 'I have no evidence that this practice, which assists higher educational establishments to balance their books and normally provides conference and allied facilities of a kind not readily available elsewhere at the time, has any significant effect on the hotel and catering industry or that it involves unsatisfactory standards of accommodation.'

Sailmakers and exports

Mr. John Wakeham (Maldon) asked for an estimate of the export opportunities for UK sailmakers; and of the effect on their export competitiveness as a result of the introduction of VAT at 25 per cent on the home market.

Mr. Deakins replied that no global estimate was available of export opportunities for UK sailmakers but the British Overseas Trade Board would be glad to assist firms in their search for export markets. No estimate was available of the effect of the increase in VAT on export competitiveness which also depended on other factors, such as the state of overseas demand and the strength of competition in particular markets.

BAA sales of land

Mr. Timothy Sainsbury (Hove) asked how much of the capital receipts of the British Airports Authority for 1974-75 arose from the sale of land.

'Approximately £500,' replied Mr. Clinton Davis.

Japanese car imports

Mr. Peter Snape (West Bromwich East) inquired what consultations had taken place between the Department of Trade and the Japanese Government regarding imports of Japanese cars.

Replying Mr. Deakins said that consultations were currently in progress on reciprocal arrangements for testing cars.

Mr. Snape then asked whether any representations had been received from the Society of Motor Manufacturers and Traders about imports of Japanese cars, and whether any evidence concerning the dumping of Japanese cars had been received.

Mr. Deakins answered: 'Discussions have taken place between the Society of Motor Manufacturers and Traders and my Department about the possibility of anti-dumping action against Japanese cars. The Society have been advised as to what evidence would be required to constitute a prima facie case of dumping under the Customs Duties (Dumping & Subsidies) Act 1969, and have now submitted a formal application under the Act.'

Small boat exports

Mr. John Wakeham (Maldon) asked what was the estimated total value of small boats and equipment exported during 1974-75; and what was the estimate for 1975-76.

Mr. Deakins said: 'Statistics of exports of boats under 80 gross tons for year 1974-75 can be derived from headings under SITC(R) 735 in Table VII of the March and December 1974 and March 1975 issues of the *Overseas Trade Statistics of the United Kingdom*. Details of some equipment for small boats are also given in this publication (eg, outboard motors and marine engines under heading SITC(R) 711.5) but most equipment is not separately distinguished. The outlook for 1975-76 depends upon a number of uncertain factors, not least of which will be the state of overseas demand, and I prefer not to venture an estimate.'

House of Lords

Thursday, 24 April

Air transport UK-Senegal

Lord Merrivale wanted to know the present position regarding air transport between the UK and the Republic of Senegal, and, with a view to promoting development and co-operation in that field, when it is intended to implement the Agreement signed in Dakar on 20 May 1974 and contained in Cmnd. 5953.

Lord Beswick replied: 'Although the procedures for ratification of this Agreement have not yet been completed, arrangements have been made for services to be operated on a provisional basis in the interim, and British Caledonian Airways have been operating a weekly service between London and Dakar since November 1974.'

Monday, 12 May

Aldergrove Airport and TriStar flights

Lord O'Neill of the Maine asked whether British Airways have decided to use the TriStar on the London-Belfast route this summer; and, if so, whether their decision has taken account of the unsuitability of Aldergrove Airport and the security problems raised by the embarkation and disembarkation of such large numbers of passengers.

Lord Beswick answered: 'I understand that British Airways will start using the TriStar on the London-Belfast route on 1 June. One cannot be complacent on security matters, and the Aldergrove Airport Authority intend to maintain the high security standards at that airport. They are also spending some £200,000 to improve the facilities there for handling the TriStar and the larger number of passengers which it can carry.'

Friday, 16 May

Aircrew licence fees

Lord Trefgarne asked what increases are proposed in the fees for the issue and renewal of professional aircrew licences; when the increases are to come into force; and what Parliamentary procedure will be required.

Lord Beswick said: "The Civil Aviation Authority has announced that it is consulting the appropriate representative organisations on proposals to increase fees for the issue and renewal of flight crew licences and other related services. Formal proposals have not yet been put to the Secretary of State. Any change in the scale of fees would require the repeal of the current charges in the Civil Aviation Authority (Charges) Regulations 1972. This repeal would be effected by statutory instrument subject to annulment in pursuance of a resolution of either House of Parliament.'

Imports from EEC

Lord Bruce of Donington asked in respect of the period since the signing of the Treaty of Accession of 1972 to 31 March 1975 the estimated extra cost, to the nearest £100 million, of our imports from the eight EEC countries, due specifically to the depreciation of the pound sterling against the currencies of those countries during this period.

'Our imports have been affected by a number of economic factors and there is no certain way of identifying the individual impact of the depreciation of sterling,' said Lord Beswich. 'While the depreciation will have increased the cost of our imports from the EEC(8) it has also made our exports more competitive.'

Waste paper

The Earl of Harrowby asked: 'Whether HM Government do not agree that the existence of two rival propaganda campaigns, one stressing the need for the individual to save paper and the other emphasising the fact that the local authorities and other organisations concerned cannot collect it or deal with it once it has been saved, is likely to hinder effective action in this field?'

Lord Beswick replied: 'I am not aware of any current organised campaigns concerned with waste paper but I know that many collectors are suffering from the current poor market conditions. The Government have formed a special Advisory Group on Waste Paper Recycling to consider what action should be taken to promote increased recycling on a controlled long-term basis. The firest interim Report of this Group, which will contain a number of concrete recommendations is expected shortly.'

Catalogues of Government Publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room C46, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

Technology News

Outstanding results from Ariel 5 experiments

It is six months since Ariel 5, Britain's first X-ray astronomy satellite, was launched and the first results have become available from the six experiments which it carries. All of the experiments are functioning and have produced scientific data on the X-ray sources that have been viewed so far. There have, however, been some outstanding new results.

A new X-ray source was discovered just before Christmas in the constellation of Centaurus which is found to flash on and off with a period of nearly 6.8 minutes. This behaviour is common in X-ray stars, but usually the period is governed by the rotation of the star about its polar axis, when it is only a few seconds, or its orbital rotation about a companion star, when it is a few hours. A period of a few minutes therefore implies either very slow rotation or fast orbiting. If orbiting, a period of about five minutes implies a very small orbit, smaller than the size of a normal star, so that a system consisting of, perhaps, a neutron star and a dwarf star must be involved.

A second new source reported by Ariel 5 investigators was found in February. It rapidly became the second brightest source in the sky for a time, after which it faded gradually. This source is in the direction of the centre of the galaxy, probably in the galactic nucleus. It is possible that it coincides with a remarkable radio and infra-red source at the galactic centre, though other measurements at different wavelengths will be required to confirm this. Scientists believe this could be a new kind of object.

It is also believed that X-ray emission lines have been detected from the Cassiopeia and Tycho supernova remnants. These are clouds of debris which result from the explosion which shatters many or all stars when their nuclear fuel is exhausted. If the observations are confirmed it will be possible to determine the amount of iron and silicon in the stellar debris. This will be important because it is believed that all the heavy elements in stars or planets such as Earth have been manufactured in nuclear reactions in supernovae.

Ariel 5, Britain's fifth scientific satellite in the UK/US collaborative space research programme, funded and managed by the Science Research Council, was launched on 15 October 1974 from the Italian San Marco range off the coast of Kenya. It carries six experiments designed for cosmic X-ray studies from University College, London, University of Leicester, Imperial College, London and the US Goddard Space Flight Center.

Fully automated warehouse controlled by computer

The Department of Industry has placed a Pre-production Order with Jenkins of Retford Ltd. for two Computer Controller Consoles which will become part of fully automated warehouse systems developed by Jenkins.

The warehouse system is based on a number of independent retriever/stacker cranes each with its own on-board mini computer. The cranes have already been developed by Jenkins and are in production. The controller console which is the subject of the pre-production order will control up to six of the cranes and will also provide:

a a complete memory of stocks held (a back-up computer service being provided by the individual computers on the cranes).

b information on pallets held, types of articles stored and on the empty space in differing locations.

c a print out capability and a record of transactions which can subsequently be processed to establish market trends, reordering levels etc.

The system will control 10,000 pallet positions and 3,000 variations of stored articles.

The controller console units are due to be commissioned early in 1976 when they will be delivered to user companies.

In the meantime the units will be installed at Jenkins of Retford for test and demonstration.

The computer used for both the crane and the controller unit will be the Ferranti Argus 700 series.

Research into Japanese seaweed

A research programme into possible ways of eradicating Japanese seaweed has been announced by Denis Howell, Minister of State, Department of the Environment.

He said that although there was no evidence as yet that the weed was causing serious damage, it could become a threat and research into possible means of eradication was desirable. He has commissioned a research programme and discussions with Portsmouth Polytechnic are proceeding. The work will probably start next month.

In the meantime, Denis Howell has said that hand-picking to contain the weed should continue and Department of the Environment officials are getting in touch with the local working party about this.

Sargassum muticum, Japanese seaweed, is a vigorous, fast-growing variety of weed which until recently was unknown in British waters, and has established itself in the Isle of Wight and Portsmouth coastal areas in the last two years. Hand-picking is at present the only method of removal which is used. But despite a locally organised eradication programme, the weed has continued to spread. Patches have appeared at various points along the coast between Chichester and Beaulieu.

Portsmouth Polytechnic has already undertaken a limited similar programme sponsored by the Natural Environment Research Council.

Energy reading lists

A new annotated bibliography of Total Energy has been published by the library service of the Property Services Agency, Department of the Environment. Total Energy is a concept which integrates and co-ordinates electrical power and lighting, heating, ventilating, air-conditioning, heat recovery and hot water system design in order to conserve energy. *Total Energy*: an annotated bibliography, PSA Library Service, costs £1 (ISBN 0 900014 51 2).

Now that the fossile fuel era is nearing its end it becomes important to use energy economically.

The thinking on this subject has been analysed by experts within PSA and the library has now produced a list of selected readings under the title, *Total Energy, energy conservation and consumption in relation to buildings and services*, available from the Library Publications Section, Room 018, PSA, Lambeth Bridge House, London SE1 7SB (tel. 01-211 4478), at a cost of £1.

Other bibliographies on the conservation of energy include *District Heating* by A. E. Haseler, recently published at £2. *Solar Energy* and a series of short bibliographies on aspects of energy conservation will be published shortly.

NRDC inventions

A high-sensitivity ionisation smoke detector

A smoke detector that monitors the interaction of ionised air with airborne particles is being developed at the Building Research Establishment's Fire Research Station (FRS) at Borehamwood, Hertfordshire, by Mr. P. E. Burry and Mr. R. H. Kennedy. The new system is more sensitive and stable than other smoke-detection systems based on this principle, and enables non-radioactive electrical ionising means to be used, an important safety advantage Such a system would be particularly appropriate in controlled environments such as computer installations.

Smoke detectors are of two major types – optical detectors and ionisation detectors. Optical detectors suffer from the disadvantage that they react differently to different types of smoke. For example, white smoke produced by smouldering wood and black smoke from burning petrol have distinctly different optical properties.

Ionisation chambers have the advantage that they react similarly to different types of smoke, but conventional designs suffer the disadvantage that nominally similar chambers can exhibit different sensitivities, owing to, for instance, changes in airflow or radiation source characteristics.

In ionisation detectors there are normally three processes which take place in the same volume of air at the same time: air is ionised by a radioactive source; The ionised air reacts with any smoke particles present; and any remaining ions are extracted by an electric field, the current so produced giving a measure of the density of smoke.

There is only a short period for interaction between the smoke and the ions, so that small numbers of smoke particles are difficult to detect.

At present there are no agreed standards for smoke measurement using the ionisation-chamber technique. In the course of work aimed at producing an acceptable standard, the FRS researchers have developed an improved ionisation detection system showing potential also as a useful commercial device. The key feature of the new detector is that it lengthens the period of reaction between the smoke and the ionised air by introducing a delay between the initial ionisation and the measurement of unreacted ions.

In terms of normal commercial applications, high-sensitivity smoke detectors are of particular interest in controlled environments that are unlikely to produce false alarms. For example, computer installations are usually air conditioned, with a ban on smoking, and a sensitive detector to warn of the slightest occurrence of smoke is both practical and highly desirable. In air-sampling systems in which air is drawn through a number of inlets into a common feed pipe, the resulting dilution necessitates a detector of high sensitivity. The FRS device is also eminently suitable if there is a pre-existing airflow, eg in air-conditioning/extraction equipment.

The new smoke detector has already found what promises to be an important application in a combined fire detection and suppression system which is at an advanced stage of development by the Ministry of Defence. This STAMP (single-tube automatic multipoint) system is also covered by patent applications and will shortly be available for commercial exploitation by licensing through NRDC.

Companies who are interested in the possibility of manufacturing commercial products based on these developments are invited to contact Mr. K. N. Preece, Scientific Equipment Group, NRDC, to discuss licensing arrangements.

Oscillation of deep-water piles in line with flow

One well known problem associated with circular piles in deep fast-flowing water is a tendency for them to oscillate across the flow of the water. It is only recently, however, with the construction of the deep-water oil-tanker jetty in the River Humber at Immingham, that the oscillation of piles *in line* with the direction of flow has been identified as a practical problem.

The Construction Industry Research and Information Association, the British Transport Docks Board, the National Physical Laboratory, John Mowlem and Co. Ltd. and Atkins Research and Development collaborated to investigate the unexpected phenomenon and found that it was caused by variations of drag forces on the piles associated with the shedding of vortices.

An experimental pile was observed at Immingham. It was found that the fins attached to this pile significantly reduced the in-line oscillation. The fins, which could be steel strips welded before or after driving, may provide a solution to the problem of in-line oscillation that is cheaper than cross bracing or the driving of larger piles. As a result of full-scale experimental work, a considerable amount of knowhow on this subject now exists.

It has recently been suggested that offshore platforms could also oscillate while on location or being towed to location. Finned piles may therefore have an application within the offshore oil industry.

NRDC holds the knowhow which arose from the work at Immingham as well as patents and patent applications in the UK, France, West Germany, Iran, Japan, Kuwait and Australia.

Contractors, consultants and authorities involved in building inshore piled structures in deep fast-flowing water or offshore tubular structures in any part of the world are invited to contact David Veasey, Mechanical and Civil Engineering Group, NRDC, to discuss the possibility of using finned piles on their project.

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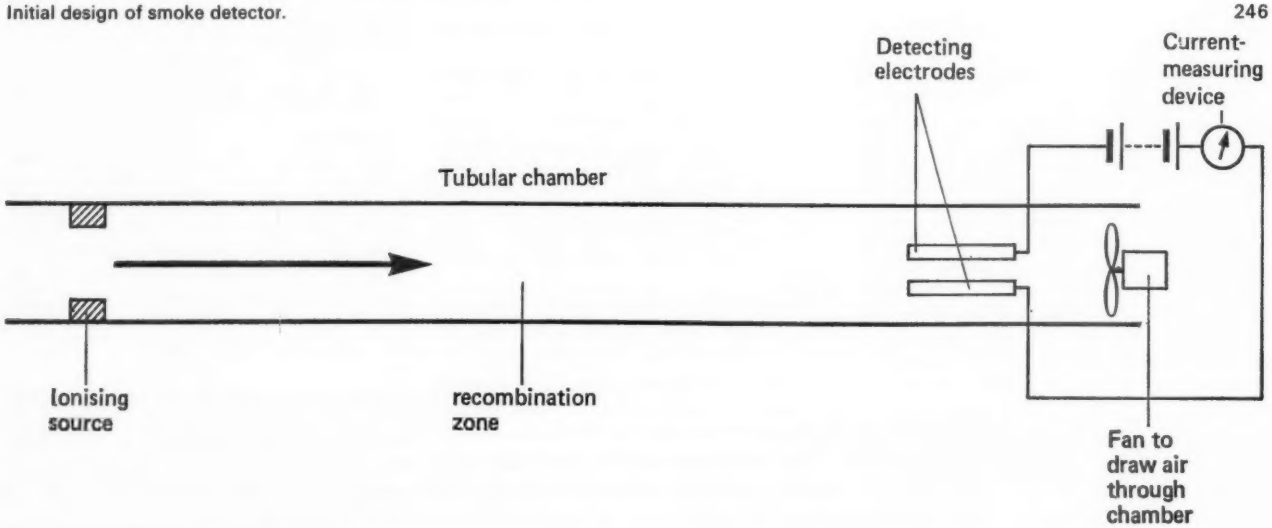
Initial design of smoke detector.



Britain

Overseas projects – the role of the management and economic consultants

by Anthony W. Howitt, partner in Peat, Marwick, Mitchell and Company

A recent article discussed the role of consulting engineers, architects and surveyors in overseas construction contracts (*Trade and Industry*, 22 August 1974, pages 374–9). To complete the picture, the role of management and economic consultants in overseas projects will now be considered. (A further article on British construction work overseas in 1973-74 appeared in *Trade and Industry* of 17 October 1974, pages 96-102.)

Whereas the first article was concerned with 'construction contracts', this is headed 'projects', and the difference is significant. The consulting engineers, architects and surveyors are primarily concerned with the bricks and mortar, the steel and earth-moving of construction work. The management and economic consultants – who are wholly independent of any contractors or manufacturers – are largely concerned with the giving of professional advice on a wide range of problems. Consultants are frequently involved in feasibility studies, and give advice as to whether construction projects are or are not economically and financially feasible. Their advice may even result in the cancellation or postponement of projects previously authorised, where this is shown to be the correct action to be taken. More frequently, their assignments are concerned with changes in organisation structure, in management methods, in administrative or production procedures, in marketing policies; often their studies lead on to the setting up of training courses and the recruitment of suitable executives.

The 24 member firms of the Management Consultants Association earned over £16 million, or 39 per cent of their total fees, overseas in 1974, an increase of more than 40 per cent over 1973. In addition to large numbers of assignments in Western Europe and Australasia, they carried out 288 assignments in Africa, 80 in the Middle East, 193 in India, Pakistan and Bangladesh, 55 in the West Indies and Latin America and 14 in the Far East. Much of the work consisted of the design and installation of suitable management or organisation structures and management information and control systems in governments, industry and commerce.

There are an increasing number of projects on which management consultants work jointly with consulting engineers. For example, on the three Suez Canal development projects recently awarded to three different British consortia, Peat, Marwick, Mitchell and Company are included in the Port Said project, Economic Associates Ltd., in that for Ismailia, and Economic Consultants Ltd., in that for Port Suez. In each case their task is basically that of assessing the economic and commercial future of the ports and associated areas.

In the case of Peat, Marwick, Mitchell and Company – who, like several of the leading management consultancy firms, are closely connected to the firm of chartered accountants of the same name – the Suez assignment also includes the planning of the port facilities and organisation, and forecasting the potential development of industry, tourism and agriculture in that area.

The firm have also been working with consulting engineers on the reorganisation of the ports of Beirut and Tripoli in the Lebanon and of Aden Port, and on the reorganisation of the electricity industries in Jordan, Indonesia and the Yemen Arab Republic. Assistance has been given in the reorganisation of posts and telecommunications departments in countries such as India, Ghana, Nepal and Botswana, with a number of air and transportation problems (including advice to East African Airways and, just recently, a well-known Middle East airline), and in planning the transportation requirements of the Falkland Islands, the Cayman Islands and a number of islands in the West Indies. Peat, Marwick, Mitchell have been particularly active in the Arab world, advising several states on their oil affairs departments, recruiting an increasing number of expatriate managers for industry and commerce, and carrying out a number of hotel feasibility studies. They are currently advising the governments of both Oman and Nigeria concerning the installation of computers.

The Whitehead Consulting Group have been particularly successful overseas and, in 1974, were the first firm of management consultants to be awarded a Queen's Award for export achievement. They, too, have been extremely active in the Middle East. In Abu Dhabi they have carried out a definition of structure for the central government, created an organisation structure (together with job descriptions) for the Ministry of Labour and Social Affairs and instituted job evaluation for the Civil Service Commission. In Algeria they worked extensively for the state oil company Sonatrach – as have a number of other British consultants – improving management and personnel systems in several divisions, recruiting and seconding both technical and management personnel and carrying out management training. They did similar work for Pertamina, the state oil company of Indonesia, and assisted the Nigerian Institute of Management with the training of management consultants. They have a long association with the Government of Oman, having advised on the structure of government, set up a central statistics department and carried out several industrial feasibility studies.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Price Waterhouse Associates have been assisting a public utility in West Africa to organise a complete inventory of capital assets taken over from previous authorities. In the same area they assisted a ports authority to revalue its capital assets on the basis of current price levels and to develop an improved costing system which can be aligned with tariffs; assistance was also given to the data-processing department. They assisted a North African government to determine an appropriate organisational structure, together with operating and investment policies and suitable administrative and accounting systems for a newly-constituted development corporation.

In the Middle East Price Waterhouse assisted a government with the reorganisation and modernisation of its basic filing systems for vital records, while in Central Africa they carried out a review of an engineering company to determine reasons for its bad and worsening financial results; a feature of this study was an analysis of product profitability and a review of the effect of sales mix and volume on profitability.

The P-E Consulting group are working for Sonelgaz, the Algeria state corporation for gas and electricity, assisting them to diversify into a range of manufactured products. This involves selecting and negotiating the best international licences, drawing up legal contracts and designing and setting up a complex of factories. They have just been awarded a $1 million contract to help improve the management skills, systems and methods of the Ghana Industrial Holding Corporation, which covers 16 diverse industries from pharmaceuticals and electronics to paper-making and steel works. They are helping the City of Tehran to improve its passenger transport services, carrying out traffic studies and reviewing bus maintenance and overhaul procedures. They recently made a study of the European hydraulics industry, making recommendations on marketing methods and strategies, while in New Zealand they have advised a major ceramics manufacturer on increasing productivity through improved working methods, reduced labour turnover and better manufacturing control information.

Atkins Planning have carried out a number of assignments for the steel industry in Algeria, including a comparison of construction and commissioning costs of steelworks on a world-wide basis over the past decade and a study of cash flows for the next 20 years. This involved consideration of future markets, selling prices and production costs, as well as capital costs and methods of financing the project. Somewhat similar work in the steel industry has been carried out for the governments of Brazil, Peru, Venezuela and Mexico. In Norway they undertook, for the leading chemical combine, a study of the problems of processing and marketing the magnetic content of phosphate deposits.

The Economist Intelligence Unit recently carried out, in co-operation with consulting engineers, a transport survey of Bangladesh, aimed at securing the most efficient use of existing transport investments and establishing the need for and nature of new investment. They evaluated the trend in demand of white petroleum products in Kenya and Uganda and determined the commercial and economic cost of transporting the products between Mombasa and Nairobi by both road and rail. In Malaysia they studied the market for aluminium products in connection with the projected expansion of an aluminium works. They reviewed the position of whaling in the Japanese economy and analysed the impact of the energy crisis and higher costs of fuel on international tourism.

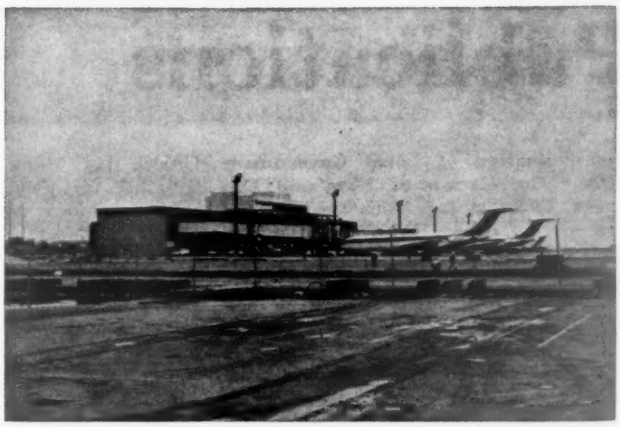
The type of work carried out tends to vary with the state of development of the country concerned. In Europe, it is much the same as in the United Kingdom – organisation studies, management information systems (often involving the choice and installation of computers), production planning and control, market studies and feasibility studies, with a growing volume of executive selection or recruitment.

Part of the port of Beirut. Last year Peat, Marwick, Mitchell and Co., in conjunction with British firms of engineering and economic consultants completed an overall economic, organisational financial and engineering study of the Lebanese port. Since that time Peat, Marwick, Mitchell and Co. has been commissioned to undertake port studies in other parts of the Middle East, including Port Said, Aden and Ras al Khaimah and the firm has hopes of being invited to undertake similar projects in that part of the world.

In the developing countries a somewhat different pattern is to be found. Firstly, for the oil-producing countries, come the financial services, or audit, such as advising on contracts and verifying the receipt of the full oil royalties due. When the money from oil contracts is coming in – or, in the case of less fortunate countries, money from international agencies or funds becomes available – we next find feasibility studies for the basic infrastructure and public utilities, usually in conjunction with appropriate firms of consulting engineers. The consulting engineers provide the technical input, while the management/economic/financial consultants carry out the economic forecasts and the market surveys; they convert the technical decisions into cash flows and future profit and loss accounts and balance sheets, on which the vital decisions as to whether to proceed or not are based.

At a later stage comes the realisation that the structure of government, and its decision-making and administrative procedures, need changing to meet the new situation. New holding companies are formed to develop new businesses or industries. The civil service has to be enlarged, recruited and trained, and a proper career structure needs to be established.

At about this stage a body begins to emerge of merchants and industrialists who, just because they are more able and successful than most, realise that their businesses, which are rapidly growing, will soon reach a stage when they will have neither the time nor the necessary experience and staff to control them properly. They therefore turn to management consultants to assist them with the recruitment of expatriate managers. Frequently a start is made with one general manager. If this is a success, it is followed by several departmental managers, perhaps a qualified accountant and some technicians.



Aircraft of Gulf Air, including two VC-10s and a BAC 1-11, lined up at Bahrain Airport, the headquarters base of the airline. Peat, Marwick, Mitchell and Co. recently carried out a study of future flee and operational requirements of the airline, which is due to put the first of its TriStar large-body jets into service next spring.

One of five river crossings examined by Peat, Marwick, Mitchell and Co. when it recently carried out a study of river communications in Belize. This is Orange Walk ferry in a sugar-growing area of the country and the lorry crossing the ferry is carrying a load of sugar cane.

Ability to implement

These expatriates cannot be expected to be skilled in the design and installation of new systems and procedures, or in the choice of computers, any more than are most other executives in their country of origin. Therefore, before long we find the management consultants being called in to assist with profit planning – seeking to ensure that profits increase still more in the years to come – by installing a proper organisation structure, stock control and management information systems, production planning, planned maintenance (something that developing countries so desperately need but find so difficult to appreciate) and better paperwork.

One particular aspect of British management consultants should be stressed, namely their strength and experience in assisting with the implementation of their proposals and recommendations. There are, unhappily, far too many organisations in developing countries whose managing directors have a shelf full of consultants' reports on which action has never been taken. Nothing pains a British consultant more than to find his proposals on this shelf! British management consultants, whether working in the United Kingdom or abroad, want to assist with putting their recommendations into effect.

The British do not make theoretical proposals which are not suited to the needs of the client. The very fact that they hope to be asked to install their recommendations ensures that the proposals are practicable. The use of consultants to install their recommendations is, of course, expensive, as such assignments are frequently more lengthy than the surveys or investigations which led to their formulation. However, installation of new structures and operating systems is skilled work, requiring considerable experience. It cannot normally be done satisfactorily by clients' staff, and efforts to do so frequently prove to be ineffective.

Another reasons for the use of consultants in such work is that clients' staff, whether or not they have the necessary skills, just do not have available the time required to take charge of the implementation process. As soon as they start they are whisked away to do some other work, and the job lags behind. The consultant cannot be diverted in this way; the 'meter is ticking' and the client wants to have his money's worth, so the work proceeds.

One last point: the reputable British firms do not put forward standard systems for use by any company in a particular industry; they know that each job must be 'tailor-made' to meet the special requirements of each client. British consultancy firms, some of whom have each worked in more than 50 countries in the last few years, have the experience to know that every country and every client has its different ways and problems, and they have the skills to help their clients accordingly.

The most important body concerned with overseas consultancy in the United Kingdom is the British Consultants Bureau (55/58 Pall Mall, London SW1), which was founded in 1965 with government backing, but which is now wholly independent of both government and contractors. The 17 member firms registered with the Bureau as operating in the management and economic fields include virtually all the leading British consultancies interested in working overseas. The names of the member firms and, if so desired, advice on the selection of suitable ones, are available, at no charge, from the Director of the Bureau.

Publications

Reorganisation of Local Government Areas: Correlation of New and Old Areas. Office of Population Censuses and Surveys. (44 pages. HMSO. 1975. £0.48. ISBN 0 11 690493 3.) The stated purpose of this publication is to enable its users to establish the relationship between the new and old local government areas in order to make comparisons, in terms of population. The publication comprises five tables and four supplementary pages. Table 1 defines each new country district in terms of the local authority areas it supersedes, giving for each new county district the percentage of its population that is derived from each of its predecessor local authority areas. Table 2 lists the old local authority areas, county by county, giving for each the new district and county to which it has been allocated. Where an old local authority area has been split between two or more new districts, the percentage of its population going to each new district is shown. Table 3 defines the composition of each existing county and standard region in terms of old counties and local authority areas. It includes mid-1971 population estimates for the new standard regions and counties, together with estimates of what percentage of the population of the previous county areas have gone to each new county, where old counties have been split. Table 4 gives the composition of new metropolitan counties in terms of old conurbation and local authority areas. Table 5 gives the composition of the new standard regions in terms of old standard regions and counties. A supplement in the centre of this publication comprises: a map of the new standard regions and counties of England and Wales; a table showing the correspondence of old to new counties in terms of population for England; and a table showing the correspondence of old to new counties in terms of population for Wales. This, then, is a publication concerned with the new local authorities in terms of population. For a guide to the *location* of the new local authorities the reader should turn to *Index of Local Authority Districts, London Boroughs and New Towns: England and Wales* (HMSO, 1974, reviewed in *Trade and Industry*, 30 January 1975, page 239); for a guide to the new local authorities' *functions*, the reader should consult *Local Government in England and Wales: a Guide to the New System* (HMSO, 1974, reviewed in *Trade and Industry*, 5 December 1974, page 515).

Introducing GINO-F. Computer Aided Design Centre. (12 pages. Available from CADC, Jay Mews, Kensington, London SW7 2EP. 1975. Free.) *GINO-F* is a computer software package the full title of which is Graphical INput and Output written in Fortran. This brochure, produced by CADC in conjunction with International Computers Ltd., provides a short but lucid introduction to this new development in software technology. The main advantage of this system can be briefly summarised: it is compatible with any computer with a Fortran compiler; almost any graphical device can be readily interfaced; alphanumerics can be added to graphics; a library of pictures can be stored in the memory bank; the user can interact with the pictures on appropriate graphics devices and, of great importance in this field, the package is held in backing store and only those parts of it required by the program are called into the main store. CADC's brochure gives many more details of *GINO-F* and is well illustrated with examples of applications, ranging from use in the design of boat hulls to pressure vessels. This is a well produced pamphlet for all those in the areas both central and marginal to computers, graphics and design.

SIMA 1973: Statistics of the United Kingdom Instrument Industry. SIMA. (174 pages. Scientific Instrument Manufacturers' Association of Great Britain, SIMA House, 20 Peel Street, London W8 7PD. 1975. £10 to members: £25 to non-members.) This is the latest in the annual SIMA statistical reports for the scientific instrument manufacturing industry and is the most comprehensive to date. While the format resembles that of previous years, the commentary on each of the major classes of headings is considerably extended to show production trends, and estimates are given of apparent consumption in each sector. A new feature is a description, in the introduction, of the classification and coding systems used in the EEC and this is supplemented, in the appendices, by comparative schedules showing *NIPRO* – the Common Nomenclature of Industrial Products – and *NIMEXE* – the nomenclature for imports and exports – headings, the second of which is to be adopted in the UK by 1977. The contents of this latest *SIMA* review divide into three parts. After the introduction, Table A lists the UK's deliveries of manufactured instruments for 1973, followed by a commentary. Tables B and C list the exports and imports respectively of instruments again for 1973, supported by commentaries on both tables. The second part of *SIMA 1973* tabulates UK production and trade in instruments from 1969 to the end of 1973. Thirteen product groups comprise this section: optical components; optical instruments; surveying instruments; navigational instruments and equipment; metrological instruments and equipment; demonstration instruments, apparatus and models; testing instruments and equipment; industrial and process measuring and control instruments and equipment; laboratory and analytical instruments and equipment; medical instruments, supplies and equipment; supply meters; revolution counters, and, to conclude this part, electrical and electronic measuring and test instruments. Part three, the appendices, contain the above mentioned *NIPRO* and *NIMEXE* headings for the categories enumerated in part two.

East-West Business Transactions, edited by Robert Starr. (577 pages. Praeger. 1974. £14.25. ISBN 0 275 28870 6.) This work is a fully documented study of the legal aspects of trade between the United States, Japan, the EEC, West Germany and the UK on the one hand and the Soviet Union, China, Yugoslavia and the East European Countries on the other. Since the field of East-West trade is a rapidly evolving one, any attempt at this stage to draw up a definitive, encyclopaedic catalogue of its legal aspects would be hazardous and of questionable value. The purpose of this work, therefore, is basically to offer guidance for further research and study. The contributing authors are from both trading areas and their chapters reflect to some extent the divergent perspectives of those in market-economy and state-planned systems. The work comprises three parts: regulation of east-west business transactions by market economy countries; organisation and conduct of foreign trade in countries with state-planned economies, and, to conclude the general legal consequences of east-west trade. This final part examines certain functional aspects of the trade in question and should interest a wider readership than the first two sections which are more concerned with country-by-country analysis in depth. The only qualification which arises for UK readers is the fact that the work does approach the subject from the US trading context but this in no way detracts from the utility of the information it contains. Rather, as the editor states, the whole point of the study is to act as a stimulus to a more intensive examination of the problems involved in the rapidly changing international context within which this trade takes place.

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BOTB News

Sir Frederick Catherwood at Institute of Export

Sir Frederick Catherwood, newly-appointed Chairman of the British Overseas Trade Board, addressed the annual conference of the Institute of Export in London on 13 May. Extracts from his speech are reproduced below. Later in the day Sir Frederick presided over his first meeting of the Board.

'My terms of reference are to get the best of both worlds – both by getting out to the people doing the actual work at home and abroad and through the much wider Advisory Council which is being set up to assist the work of the Board and which, hopefully, will restore the wide and beneficial contact which BNEC established between Government, export services and exporters.

'Until 18 months ago it could be plausibly argued that concentration on exports might be patriotic but the home market was more profitable. That position has now changed permanently. The devaluation of the pound makes exports more profitable and the policy of floating the pound together with the plain statements of Government policy make it clear that a rising wage bill is not going to be allowed to increase the currency price of British exports. Nor is this just a matter of policy. The British Government is no longer capable of maintaining higher real wages by pouring its reserves into support of the pound.

'Second, it is clear that almost every other major industrial country will recover faster than Britain and when they have recovered will be more buoyant than we have ever been. So the real boost to trade will, for a long time to come, be in export markets; in home markets the "go" part of the stop-go policy has finally petered out.

'Third, if, as the opinion polls seem to indicate, we remain in the European Community, then the tariffs which still exist will disappear and that will give us the major faster-growing secure tariff-free markets which the other European countries have enjoyed and we have not.

'If we accept that priority should now be switched from the home market to the export market, what are the practical measures to be taken. Again, by coincidence, the British Overseas Trade Board are this afternoon considering a study prepared for the Betro Trust (established by the Royal Society of Arts with funds from a former British export trade research organisation, former Board of Trade and several industrial organisations). It is put together after detailed discussions held from April to October 1974 with executives at board or decision-making levels in 122 companies responsible for about a quarter of the UK manufactured exports. It gives a more interesting analysis of our export performance.

'The report found that one of the greatest obstacles to a higher level of exports was the simple lack of capacity. It says that the most fundamental of all the problems of British industry is production capacity. It is not only shortage of capacity in the exporting companies themselves but shortage of supplies, components and, in particular steel. The firms were asked how much bigger their exports would have been if capacity shortages had been less severe and the few estimates that were attempted by firms interviewed ranged from about 10 per cent or to about 50 per cent more. Even if the lower limit were to be taken, it would suggest that in both 1973 and 1974 exports could have been at least £1,000 million higher in each year. The report makes the point that in one industry, the European electrical industry, the export ratio of countries electrical goods between 1965 and 1970 correlates very closely to the rate of investment. Holland, where the export ratio was 60 per cent ranked first in investment, France had a 30 per cent ratio ranking second, Germany 29 per cent ranking third and the UK only 10 per cent ranking fourth.

'In 1970 the capital expenditure per worker was 660 dollars in France, 673 dollars in Germany, 650 in the Netherlands and 351 in the United Kingdom.

'There was the easy assumption that had exports been more profitable the companies would have put down investment. But the figures on profitability do not show, as they used to, that exports are unprofitable. Fifty-one per cent of the companies found exports more profitable than the home market and the report felt that profitability could have been higher with a higher coverage of experienced salesmen and more precise and flexible pricing.

'One of the major points made in the report is that companies should put into export markets a ratio of salesmen to target in sales much closer to the ratio they employ on the home market. The report felt that the normal belief that export markets could not stand the cost of a higher ratio of salemen was to put the cart before the horse. It was the higher ratio which, in fact, produced the profitability. But they felt that there were two entirely different management philosophies, one practised in the home market and a very different one for export markets. They point out that the sales per salesman in the export market are three times as high in small companies, over twice as high in medium companies and six times as high in large companies. There was, therefore, room for a colossal beefing up of sales effort in exports if, as now seemed almost certain, export sales were beginning to be the most profitable.

'They reckoned that on their sample of 25 per cent of the 1973 manufactured exports, the total number of sales specialists engaged on exports in the country as a whole was a mere 2,800 people. They pointed out that on these 2,800 depended, to a very great extent, the export achievement of the entire economy and in a very real sense, our future prosperity. They felt, therefore, that there was a need for a tremendous boost to the number of experienced salesmen and this, of course, is what the work of your Institute is all about.

'But we cannot produce all those salemen at once and the final conclusion of the report and perhaps one of its most important, is the advice to concentrate on the top ten markets. It points out that for most companies about ten companies take very nearly 90 per cent of their total exports and it advises exporting companies to concentrate and to restrict themselves to those ten markets. They point out that it will need a much smaller organisation to cope with only ten countries, that far more visits will be made and knowledge will no longer be second or third hand, and knowledge of what competitors are doing and how to adapt to changing market conditions will be far more up to date. It found that most companies were fairly clued up on their top five markets but that the ones where knowledge and coverage really needed to be beefed up were six to ten.

'This country needs a lot more investment. But we have to be careful, above all, that we invest in the right products. We have not got resources to squander. Our investment resources are desperately limited. I suggest that if we use them solely for those products selling well and profitably and with good prospects, we cannot go far wrong. But these are not the kinds of decisions made back home without reference to the market place. They have to be made in the markets in which we compete for our place and in markets which are not protected by tariffs, quotas or import controls. This is precisely what the BOTB has tried to do with its Product Selection Exercise – in close consultation with industry and our posts, to target those product sectors in 19 of our major markets which seemed to offer the best prospects for our exports.

'The greatest job security possible comes from working on a product which sells well and has firm future prospects in world markets. If we concentrate on kitting ourselves out to serve world markets then the problems of over-manning and redundancy in the declining industries and the declining companies will sort themselves out. There will be a natural drift from the old to the new and from the insecure to the secure. Those who think we must tackle over-manning before we tackle anything else never seem to ask what the redundant workers are supposed to do in the meantime. It is far easier to tell people to do something new than it is to tell him to stop doing something old. The new jobs must come from new investment and the new investment must be made in the industries and products in which we are competitive and profitable in world markets. Exports have to be the sharp end of Britain's ship of state. Only exports can lead us out of our present crisis and therefore, the work that we are all doing in this field is absolutely vital.'

Exhibitions and Fairs

British exhibitors well pleased with Optica '75 results

From R. S. Holmes, Vice-Consul, Frankfurt: Optica '75, specialised trade fair for ophthalmic optics, was held in conjunction with the Congress of the Scientific Association for Ophthalmic Optics and Optometry at the Wiesbaden Rhein Mail Halle exhibition complex, 3-6 May.

Products ranging from spectacle frames, lenses and cases to contact lenses and accessories, lens working machinery and equipment and tools for opticians, meteorological instruments, as well as shop fittings and trade literature, were shown by 185 exhibitors on a net display area of 6,800 sq. m.

There were 54 non-German exhibitors from 16 different countries, the strongest contingent (with 13 firms) coming from Italy, showing mainly spectacle frames and sun-glasses. The United Kingdom was also strongly represented with 10 exhibitors, followed by Japan with six and France with five participants. During its four days, the fair was visited by about 11,500 trade buyers, of whom about a third came variously from 36 countries.

Of the 10 British exhibitors, six firms were taking part for the first time, under the auspices of BOTB and British Hospitals Export Council, in a joint venture. This group occupied a strikingly designed stand which attracted favourable comments from exhibitors and visitors alike. The British stands were constantly thronged with interested buyers from all over the world and, without exception, all participants were well satisfied with the results achieved.

The British exhibit included spectacle frames, cases, artificial eyes, contact lenses and adjusting equipment and the most advanced and sophisticated digital controlled prescription lens generator, displayed by Autoflow Engineering Ltd. (*stand pictured*) which has just won, for the second time, the Queen's Award to Industry. This machine aroused considerable interest and, while only one sales contract was actually concluded at the fair, good post-fair orders are expected.

An exhibitor of spectacle cases, showing for the first time abroad, had tremendous success and took sizeable orders. More importantly, he established contacts with leading manufacturers and wholesalers in many countries which will lead to substantial business in the future. A British manufacturer of plastic artificial eyes made many new business contacts and took some good orders, notably from Middle East countries.

A manufacturer of contact lenses and manufacturing and adjusting equipment established a valuable link with a Japanese company which will mean substantial future business.

All British exhibitors were well pleased with the results achieved at this event and spoke highly of the way it had been organised. The majority of the participants – and practically all those in the BOTB-supported joint venture – are keen to exhibit again jointly at the next Optica which is scheduled to take place in May 1976, again in Karlsruhe, where the two previous events were held.

Records broken at Basle

From H. M. Shone, British Consul, Basle: The third European Watch and Jewellery exhibition within the Swiss Industries Fair closed its doors last month in Basle after a record number of firms had exhibited and a record attendance had been registered over 10 gruelling days.

Once again, Britain was well represented with 19 firms from the Export Council for the Jewellery and Giftware Industries and 13 from the British Watch and Clock Manufacturers Association. A central feature of the former's joint venture stand was an elegantly mounted display of modern British silver and gold design, including the mace and mayoral chain from Ribblesdale and a handsome gold chalice from St. George's Chapel, Windsor.

The world interest which this fair provokes was well illustrated by the wide variety of lands from which visitors to our stands came. Among those who placed substantial orders were several Middle East countries, Yugoslavia and Austria. Most firms seem well pleased with results and prospects, expressing their hopes of returning next year.

It is too early to assess with any accuracy an overall picture of achievements but orders were taken for a large number of pocket watches, clocks, fine jewellery and presentation cases; and there is hope that considerable benefits can be drawn from the many new contacts that have been made during the event, 12-21 April.

No decision has yet been announced by the organisers about the proposal made last year that the watch and jewllery exhibition should be split from the main Swiss Industries Fair in 1976, so the form of next year's fair is not yet clear. However, I hope we shall see this year's old and new exhibitors coming back for more.

Materials handling first at Cape Town

From L. E. Sturmey, British Consulate-General, Cape Town: The first International Materials Handling and Physical Distribution Exhibition to be held in Cape Town was staged at the Cape Showgrounds, 15-18 April. The only official stand at the exhibition was from Britain and this dominated the major hall. A three-day symposium in conjunction with the exhibition included British speakers who were particularly well received.

Of a total of 62 exhibitors, 14 British companies participated in a joint venture with the Birmingham Engineering and Building Centre and the British Overseas Trade Board. These comprised The British Hoist and Crane Co. Ltd. (600 Group and Jones Cranes), Coles Cranes Ltd., Coventry Climax Engines Ltd., C. J. R. Fyson and Son Ltd., Harbilt Electric Trucks and Vehicles, Hyster Europe Ltd., Intertruck (Manufacturing) Ltd., Thomas Jourdan Ltd. (representing W. Muncey and Co. and Simplon Interline), Lancer Boss Ltd., Marlow Ropes Ltd., Manufacturers Equipment Co. Ltd., Ransomes Sims and Jefferies Ltd. (*picture*), S. S. I. Fix Equipment Ltd. and Stockport Manufacturing.

The Birmingham Centre was represented by K. R. Haycock who organised the information stand.

The visual impact of the design of the outside sites and the joint venture stand were highlighted by three of the British companies – Coles Cranes, Lancer Boss and British Hoist and Crane (600 Group) – which had a wide range of exhibits flanking the exhibition entrance and the major hall.

Following the Johannesburg Exhibition in October 1974, the display of British light and heavy duty cranes, forklift trucks, conveyor systems, container handlers, ropes and storage equipment attracted over 3,000 invited visitors, including representatives from South African Railways and Harbours, ISCOR, the Provincial Administration, local Municipalities, shipping companies, forwarding agents and a wide range of local industry.

Stockport Manufacturing Co. (1950) Ltd., exhibiting its specialised clamps for forklift trucks, had secured an order worth R36,000 for paper roll clamps since the Johannesburg exhibition. One result of its visit to the Cape Show was an order to meet local South African Railways and Harbour requirements for the next two years.

Intertruck (Manufacturing) Ltd., with a range of specialised fitments for heavy trucks and containers, anticipated that its sales in South Africa would increase five-fold as a result of the visit.

Foden heavy duty trucks and tippers, Henley Forklift with a range of Elector trucks and the British Hovercraft Corporation's flexible containers were also on display with stands arranged by agents.

Potential orders at Stockholm exhibition worth £3 million

From R. H. House, Commercial Officer, British Embassy, Stockholm: The second Stockholm Pulp, Paper and Board Industries Exhibition, held at the St. Eriks fairground near Stockholm, 8-11 April, provided British companies participating in the joint venture stand with potential orders worth almost £3 million.

Visitors to the stands showed the high level of technical knowledge to be expected in a country where forest products of all kinds play a major part in the economy. In numerical terms alone, trade visitors were 124 per cent higher than at the previous exhibition in 1972.

The event must rank as the most important paper and pulp exhibition in Europe, if not in the world. This is confirmed by the presence of buyers from not only Western Europe but from USA, Canada, USSR, Jugoslavia and the Middle East.

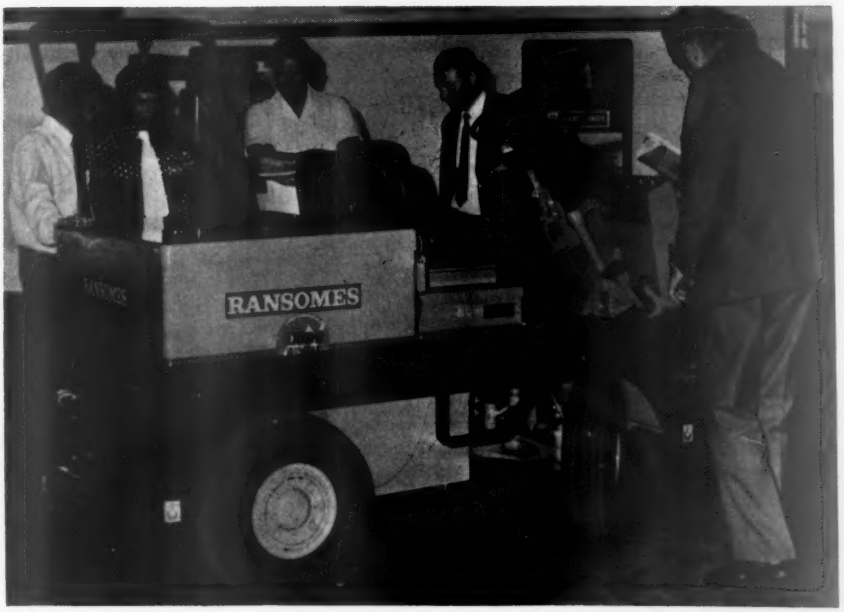
The British joint venture of 14 companies under the sponsorship of the British Paper Machinery Makers Association was the only national stand at the exhibition. In addition to the joint venture, a further 41 British companies were represented on their agents' stands.

The exhibition as a whole was attractively arranged, with the British joint venture stand particularly noticeable because of its better lighting effects than rival stands, highlighting the excellent wall display material and Union Jack motifs.

Members of the joint venture were very satisfied with the many inquiries received and the opportunity to make useful contacts with representatives from the industry in many countries. Over 300 serious inquiries were recorded. One company took a firm order worth over £6,000. Estimated potential orders totalled a further £2.8 million.

Companies on the joint venture stand were: Woollard and Henry Ltd. (dandy rolls and support brackets); Hunt and Moscrop Ltd. (calenders – heat exchangers – sewage effluent equipment); Albany Engineering Systems Ltd. (high pressure pumps – suction boxes – foil systems – AES instruments and filters); Bertrams Ltd. (machinery for pulp and paper industry); Wichita Co. Ltd. (industrial clutches); Anacon Instruments (moisture analyser – process refractometer – suspended solid monitor); The Stetley Co. Ltd. (chemicals – minerals – magnesium – oxide/hydroxide – bentonite); W. Green Son and Waite Ltd. (dandy rolls and ancillary equipment – cylinders for wet end applications); Black Clawson International Ltd. (paper making control equipment); Paper Benn Brothers Ltd. (technical trade journals); Watford Engineering Ltd. (water extractor – vibrascreen – roto screen); Walmsley (Bury) Ltd. (paper machinery equipment); Vickerys Ltd. (doctors – aqua-purge showers – Bauer centricleaners – Bauer hydrasieves).

A number of the joint venture companies took the opportunity while in Stockholm to make use of the trade promotion services provided by the Embassy. A joint reception at the Embassy was given by the British Paper Machinery Makers Association and the Embassy on the opening evening to which existing and potential customers were invited to meet the joint venture companies and their representatives.



Missions and Tours

Marketing objects achieved on Birmingham centre's first Brazil mission

From A. A. Joy, Vice-Consul (Commercial), Rio de Janeiro: The Birmingham Engineering and Building Centre, with the support of the BOTB, sponsored its first trade mission to Brazil last month. The mission was based in the main industrial centre of São Paulo for one week and then moved on to Rio de Janeiro for the second week's stay. Other centres in Brazil, such as Belo Horizonte and Manaus, were visited by individual mission members.

The mission, led by the export director of Judge International Housewares Ltd., Ron Tuplin, included representatives of 13 other companies from a wide range of British industry.

They were: Compair Construction and Mining Ltd.; Conjoint Export Services (South Africa) Ltd.; Fordigraph Overseas Ltd.; GKN Birwelco (Uskside) Ltd.; Hamworthy Engineering Ltd.; Elof Hansson Ltd.; Normand Electrical Co. Ltd.; Rank Optics, Taylor Hobson; Richards and Dumbleton International; Snow and Co. Ltd.; Wattlid Ltd.; Wickman Machines Tools (Overseas) Ltd.; Prestcold Int. Ltd.

Nick Robinson of the Department of Trade's Fairs and Promotions Branch was the mission secretary. Membership covered some companies new to the market and others already well established in Brazil.

A range of marketing objectives was successfully achieved, involving the formation of joint venture partnerships, manufacture under licence agreements, the appointment of agents and considerable sales.

Mr. Tuplin said: 'The results obtained indicate a vast market potential in Brazil for British industry. We were particularly interested that the name of Birmingham was already firmly established as a name representative of British industry at its best'.

Everybody on the mission did some business. The mission leader estimated that new orders taken and others concluded during the mission's visit would amount in total to more than £10 million. The results pay tribute to the enthusiasm and perseverance of the companies represented, at a time when Brazil's high duty rates and a certain market tightness demand greater persistence and competitive spirit to participate in Brazil's industrial expansion.

Mr. Tuplin made useful contacts in the name of the Birmingham Engineering Centre and on behalf of mission members with the Federations of Industries and the Commercial Associations of the States of São Paulo and Rio de Janeiro. The mission received excellent press coverage and was also given time on Brazilian radio and TV.

As follow-up to the mission, Mr. Tuplin is proposing to set up in Birmingham a one-day seminar on the Brazilian market at the end of this month. A proposal has already been put forward for a second mission by the Birmingham Engineering Centre to Brazil in March/April 1976.

Technical exchange with China

The Electronic Engineering Association sponsored a party of 15 representatives on a technical exchange mission to China. During their 15-day stay as guests of the Chinese Electronics Society, members of the group visited Nanking and Shanghai, as well as Peking.

Leader of the mission was H. Stanesby of Muirhead Ltd., while deputy leader was Dr. R. Woodcock of Marconi Radar Systems. The group was accompanied by A. Speedie, EEA divisional secretary for Aviation.

Other members of the mission, which concluded last week, represented: Marconi Communication Systems Ltd., Marconi-Elliott Avionic Systems Ltd., Pye TVT Ltd., Pye of Cambridge Ltd., Racal Mobilcal Ltd., Racal Communications Ltd., Cossor Electronics Ltd., Lucas Aerospace Ltd., Smiths Industries Ltd., The MEL Equipment Co. Ltd., The Plessey Co. Ltd., Plessey Navigational Aids.

Back from Iran

A trade mission arranged by the British Overseas Trade Board and the Hydraulic Association of Great Britain returned from Iran on 2 May. The mission included senior representatives of British designers and manufacturers of hydraulic presses and associated equipment.

They are producers of equipment for steel and non-ferrous metal processing and fabricating industries and for processing rubber, plastics, paper and wood, together with baling presses for cotton and jute.

The members of the mission, in Iran 25 April-2 May, were: Ian McNeil, Andrew Fraser and Co. Ltd., Hanworth, Middlesex; Cyril T. Morrisroe, Bradley and Turton Ltd., Kidderminster, Worcestershire; W. J. C. Redding, Fielding and Platt Ltd., Gloucester; Michael E. Lee, Fogg and Young Engineering Ltd., Gravesend, Kent; Roy Whittingham, The Hydraulic Engineering Co. Ltd., Chester; R. Martin Smith, John Shaw and Sons (Salford) Ltd., Salford, Lancs.; Jack R. Trefusis, Hydraulic Association, London SW1.

Argentine industrialists visit Britain

A party of Argentine industrialists is currently visiting the United Kingdom under the auspices of the British Overseas Trade Board. The party of 20, sponsored by the Machine Tool Trades Association, is visiting 17 factories stretching from Brighton to Halifax, during the course of their fortnight's stay.

The party includes 10 executives from Argentina's state-owned Military Equipment and Arms Production Organisation DGFM whose activities include steel production, mining, chemicals, and the manufacture of a wide range of capital equipment and arms. The DGFM is currently involved in a major modernisation and replacement programme.

The remaining members of the group are representatives of the private sector with interests ranging from automotive, steel and tractor manufacture to domestic appliances.

The mission results from Argentine initiative and reflects that country's interest in British machine tools and a desire to learn about the industry first-hand.

The visitors return to Argentina on 25 May.

Trade Information

UK-Cuban co-operation agreement signed

The United Kingdom and the Republic of Cuba on 19 May concluded an Agreement on economic and industrial co-operation.

The Agreement was signed in London by James Callaghan, Secretary of State for Foreign and Commonwealth Affairs, Eric Deakins, Parliamentary Under-Secretary of State for Trade, and Dr. Carlos Rodriguez, Vice Prime Minister, Republic of Cuba.

The Agreement provides for the establishment of a Joint Commission to meet annually to review the progress of and prospects for economic and industrial co-operation. Other features of the Agreement include the encouragement of co-operation in such fields as feasibility and market studies and the interchange of information to promote the carrying out of specific projects.

An annex to the agreement lists sectors where there are possibilities for co-operation. These are:

Sugar and sugar by-product industries
Textile industry
Chemical industry including petro-chemicals, fertilisers and tyres
Ports and harbour development
Transport – land and maritime – including boat building industry
Airport and communication development
Agricultural and irrigation equipment
Food industry, including refrigeration
Construction and building materials industry
Equipment and supplies for public health sector
Metallurgical industry
Plastics processing industry

UK trade with Cuba has been as follows:

£ million

	1972	1973	1974	1974 Jan.-Mar.	1975 Jan.-Mar.
UK exports to	16.7	17.5	23.9	5.5	8.6
UK imports from	5.0	13.3	20.0	0.9	1.2

Four SD14 cargo vessels for Cuba

The ECGD has guaranteed a £7.7 million loan which Williams and Glyn's Bank has made available to help finance the purchase of four Austin and Pickersgill SD14 cargo vessels by Empresa de Navegacion Mambisa, Cuba. The vessels are scheduled for delivery by the summer of 1976.

Over the last 12 months ECGD guaranteed loans for Cuba have totalled almost £17 million.

Peter Shore's visit to Moscow

Peter Shore, Secretary of State for Trade, is currently visiting the Soviet Union (from 19 May to 26 May).

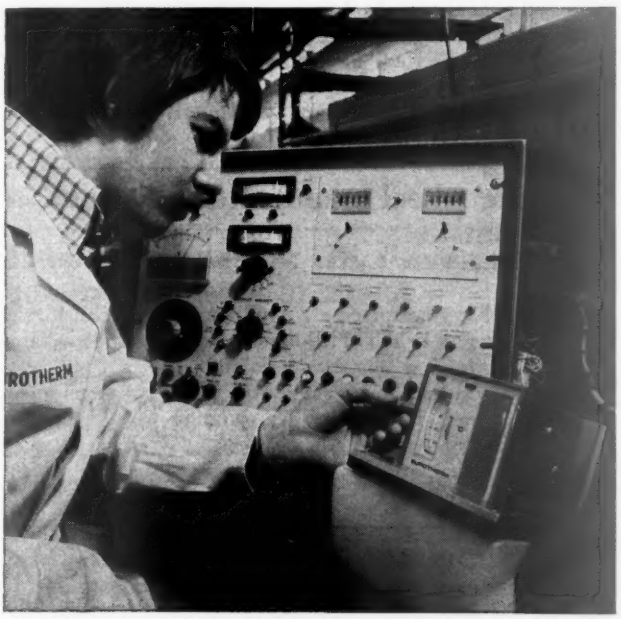
He is leading the British delegation to the fourth meeting of the Anglo-Soviet Joint Commission for Co-operation in Applied Science, Technology, Trade and Economic Relations, which opened in Moscow on 20 May. In addition Mr. Shore is calling on individual Soviet leaders and Ministers.

The British delegation includes two other Ministers, Edward Bishop, Minister of State at the Ministry of Agriculture, Fisheries and Food and Alex Eadie, Parliamentary Under-Secretary of State at the Department of Energy, as well as senior officials and representatives of British industry including the chairman of the East European Trade Council, Lord Kearton.

The Soviet delegation to the Joint Commission is led by Academician V. A. Kirillin, Deputy Premier and Chairman of the State Committee for Science and Technology, and includes a Deputy Minister of Foreign Trade.

The Joint Commission is undertaking a review of trade and economic, industrial, scientific and technological co-operation and considering future prospects. It is also considering future trade promotional activities and the exchange of visits.

One of the main objectives of the British delegation is to identify the priorities in the co-operation programmes drawn up during the Prime Minister's visit to Moscow in February on which British companies and Soviet organisations should concentrate in the next 12 months.



Final check on a Eurotherm industrial temperature controller. Eurotherm Ltd., Worthing, was established ten years ago and has already reached a position of world leadership in its field – an achievement which has gained the company the Queen's Award to Industry. In 1974 the sales amounted to £4.6 million of which 67 per cent was directly exported. Wholly owned subsidiary companies have been established in France, Germany, Italy, Switzerland, the United States, Hong Kong and Japan, and these sales and service outlets are complemented by agents in another 20 countries.

Rise of 36 per cent in value of exports insured by ECGD

Eric Deakins, Parliamentary Under-Secretary of State for Trade, has announced that the value of exports insured by Export Credits Guarantee Department in the year ending 31 March 1975 increased by 36 per cent, from £4,788 million in 1973-74 to a new record of £6,535 million.

ECGD's short-term business (on credit up to six months) rose more sharply still, from £3,724 million in 1973-74 to £5,269 million in 1974-75, an increase of 42 per cent.

Speaking to the members of ECGD's Comprehensive Guarantee Division, Mr. Deakins said: 'Nearly a thousand decisions affecting export contracts are given by the Division every day – 25 per cent up on the figure a year ago. This is a remarkable achievement.'

There's apparently a funny side even to the most sober business. Eric Deakins, Parliamentary Under-Secretary of State at the Department of Trade, has special responsibility for the Export Credits Guarantee Department. He recently visited the Comprehensive Guarantee Division at the ECGD's London headquarters. He is seen (left) in the Status Branch, where over 200,000 files are kept on Overseas buyers. Pictured with the Minister are Vivian Young (second from left), the division's chief underwriter, Roy Reville, who has charge of the Status Branch, and Joan Wennmouth, who looks after one of the branch's sections.

Yugoslavia: £8m line of credit brings total to £31m

The ECGD has guaranteed an £8 million line of credit which Barclays Bank has made available to Yugoslav Investment Bank. The loan will assist Yugoslav buyers to place contracts in the UK for capital goods and associated services by financing 85 per cent of the contract price, payment is normally made to the UK supplier at the time of shipment; the remaining 15 per cent is payable from the buyer's own resources. All contracts will be nominated by the Yugoslav Investment Bank.

To qualify under the terms of the loan a contract must have a minimum value of £10,000 and be placed by 30 April 1976.

This brings the total finance guaranteed by ECGD to the Yugoslav Investment Bank under lines of credit by Barclays Bank to £31 million. The previous lines have been fully used and the contracts placed under them have included a wide range of goods such as leather treatment plant, tractors, textile machinery, silos and air conditioning equipment.

Exporters interested in further details should contact Miss P. A. Dexter of ECGD (tel. 01-606 6699, etx. 7302) or Mrs. V. M. Calthorpe of Barclays Bank International (tel. 01-283 8989, ext. 3276).

Grinding wheel manufacturing plant for Poland

The ECGD has guaranteed a £2 million loan which Morgan Grenfell acting on behalf of Midland Bank has made available to Bank Handlowy w Warszawie, Poland.

The loan will help finance a contract to supply equipment and technological information for grinding wheel manufacturing plant by Norton Abrasives Ltd., Welwyn Garden City, to Metalexport, the foreign trade enterprise of the machine tools and tools industry.

Flight simulator for Japan

A £1.4 million loan, guaranteed by the ECGD, will help finance the purchase of a DC10 flight simulator which Japan Air Lines has placed with Redifon Flight Simulation Ltd., Crawley. Finance for the loan was arranged by Brandts on behalf of Lloyds Bank. The DC10 flight simulator which incorporates a Novoview visual system is scheduled for commissioning early in 1977.

Quartz tubing plant for East Germany

The ECGD has guaranteed a £4.5 million contract which Thermal Syndicate Ltd. (TSL) of Newcastle upon Tyne has won to set up a factory in the German Democratic Republic to produce tubes from quartz crystal (used in high-powered lighting).

Under the contract which was awarded by VE AHB Industrieanlagen-Import, Berlin, TSL will be responsible for supplying equipment and technical information. The factory is scheduled for commissioning in mid-1977 and will produce 75 tons of tubes each year from imported Brazilian quartz crystal.

Finance for the contract is being arranged for TSL by Lloyds Bank under an ECGD specific bank guarantee.

New boiler equipment for Danish power station

The ECGD has guaranteed a loan of nearly £2.5 million to help finance a contract awarded to Babcock and Wilcox (Operations) Ltd. for the supply of boiler equipment for the Aabenraa Power Station, Denmark. Finance for the loan was arranged by Lazard Brothers on behalf of Barclays Bank International. Commissioning of the new boiler is scheduled for the end of 1979.

Air transport: parties to the Guadalajara Convention

The following list shows the countries which were parties to the Guadalajara Convention, 1961 on 1 May 1975 and gives the date on which the Convention came into force in each country:

Australia	1.5.64	Libya	20.8.69	*UK Overseas Territories	13.6.67
Austria	21.3.66	Luxembourg	21.11.68	Southern Rhodesia	10.3.65
Bahamas	13.6.67	Mauritius	13.6.67	Zambia	30.5.71
Belgium	4.8.69	Mexico	1.5.64		
Brazil	9.5.67	Netherlands	25.5.64	* Belize	
Chad	7.6.71	New Zealand	17.8.69	Bermuda	
Colombia	31.7.66	Niger	12.10.64	British Antarctic Territory	
Cyprus	29.11.70	Nigeria	14.10.69	British Solomon Islands Protectorate	
Czechoslovakia	25.10.67	Norway	20.4.67	British Virgin Islands	
Denmark	20.4.67	Pakistan	19.10.65	Cayman Islands	
Egypt	2.8.64	Paraguay	31.12.69	Channel Islands	
Fiji	13.6.67	Philippines	4.7.66	Cyprus (the Sovereign Base Areas of Akrotiri and Dhekelia)	
France	1.5.64	Poland	16.3.65		
Gabon	19.5.71	Romania	20.7.65	Falkland Islands	
German Federal Republic	31.5.64	Rwanda	9.9.71	Gibraltar	
Greece	17.12.73	Saudi Arabia	16.8.73	Gilbert and Ellice Islands Colony	
Guatemala	22.9.71	South Africa	4.4.74	Hong Kong	
Hungary	21.2.65	Swaziland	10.10.71	Isle of Man	
Republic of Ireland	19.4.66	Sweden	20.4.67	Montserrat	
Italy	13.8.68	Switzerland	1.5.64	St Helena and Ascension	
Jamaica	1.1.65	Tunisia	4.8.70	Seychelles	
Lebanon	22.5.67	United Kingdom	1.5.64	Turks and Caicos Islands	

This list amends that published in *Trade and Industry* on 14 December 1972 by the addition of Greece, Saudi Arabia and South Africa to the countries which are parties to the Convention, the inclusion in the main list of Bahamas which is now independent and the change of name from British Honduras to Belize.

The Convention which is supplementary to the Warsaw Convention, 1929, unifies certain rules relating to international carriage by air performed by a person other than the contracting carrier. The main purpose of the Convention is to remove the doubt whether a carrier on whom the Warsaw Convention imposes certain rules means the person who contracts to carry or the person who actually performs the carriage. It does this by applying the rules of the Warsaw Convention to both the contracting and the actual carrier. The Guadalajara Convention 1961 is drafted so as to be equally applicable to the unamended Warsaw Convention or the Warsaw Convention as amended at the Hague in 1955.

An up to date list of parties to the Warsaw Convention and the Warsaw Convention as amended at the Hague has recently been published as a Schedule to The Carriage by Air (Parties to Convention) Order, 1975 (SI 1975 No. 430).

Angola: economic plan

Angola's Minister of Economy, Dr. Vieira de Almeida, at a press conference on 9 May, gave details of an economic plan agreed with the Transitional government and the three liberation movements, to take effect after independence on 11 November. The plan was described as the 'minimum' for the future.

The main points are as follows:

Introduction of a new Angolan currency (to be the subject of a study over the next six months).

Establishment of a central issuing (reserve) bank.

Conversion of the Banco de Angola into a commercial bank – to be State owned.

The state to take at least a 51 per cent share in all commercial banks and insurance companies with no less than 70 per cent overall being held by Angolan citizens including the Government.

No more commercial banks to be established in Angola.

The setting up of a State Insurance Institute to control the insurance business.

Measures to curb money supply so as to combat inflation and to encourage savings.

Creation of a new credit policy giving priority to the agricultural, industrial and construction industries and to encourage exports.

Revision of policy where foreign credit is concerned.

Other measures:

Reorganisation of the budgetary and taxation systems.

Government to take at least a 51 per cent interest in all mining companies (to include oil and diamonds).

Angola's trade position to be reoriented in world terms (eg the inclusion of Angola in the Lomé Agreement), while maintaining the present import control system.

Establishment of a national body to deal with prices and incomes.

Encouragement of the fishing industry, including extension of territorial waters to 12 miles, with a 200 miles limit for exploration and defence of natural resources purposes.

Inquiries: CRE ext. 5794.

Responsibilities for UK Government's commercial work in Brazil

Overall direction and co-ordination of the UK Government's commercial work throughout Brazil is to be exercised by the Embassy in Brasilia under the control of the Ambassador.

As deputy to the Ambassador, the Counsellor in the Embassy is responsible to him for the formulation of the general strategy of Commercial work, in consultation with the Consuls-General, for its co-ordination, and for the supervision of its execution in the country as a whole.

The greatest part of the export promotion work will continue to be carried out by the commercial staffs in Sao Paulo and Rio de Janeiro under the direction of the Consuls-General within their districts.

Export promotion in Brasilia Consular district – which from 1 July 1975 will comprise all the states of north and north-east Brazil, including those of Matto Grosso, Goias and Bahia – is the responsibility of the Commercial and Economics Section of the Embassy.

Frozen battered onion rings from Spain – anti-dumping investigation

The Department of Trade has accepted for investigation an application for the imposition of an anti-dumping duty under the Customs Duties (Dumping and Subsidies) Act 1969 on imports of frozen battered onion rings from Spain.

A statement of the applicant's case will be made available to any interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than 6 June 1975. Such representations in summarised form and without attribution to the source may be passed to the applicant for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Requests for a copy of the statement, together with an undertaking in the terms set out above, should be sent in writing to General Division, Department of Trade, Room 323, Kingsgate House, 66-74 Victoria Street, London SW1E 6SH.

Ramin dowels and mouldings – anti-dumping investigation

The Department of Trade has accepted for investigation an application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1969 on imports of ramin wooden dowels and mouldings originating in Singapore and Malaysia.

A statement of the applicant's case will be made available to any interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than 6 June 1975. Such representations in summarised form and without attribution to the source may be passed to the applicant for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Requests for a copy of the statement, together with an undertaking in the terms set out above, should be sent in writing to General Division, Department of Trade, Room 323 Kingsgate House, 66-74 Victoria Street, London SW1E 6SH.

Hints to business men booklets

Revised editions of the booklets on Brazil, Nigeria, and The Republic of Ireland have been published in the 'Hints to Business Men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services and Promotions Division, Department of Trade, Room D 05-09, Export House, 50 Ludgate Hill, London EC4M 7HU, tel: 01-248 5757, ext 7146, or any Regional Office of the Department of Industry.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Consignment of 1,695 MG sports cars awaiting export to the United States. The picture was taken at Newport Docks before the cars were shipped on the MV *Oriania*. The MG has been a favourite sports car in the United States for many years.

Tariff and Trade Notices

Belgium

Foodstuffs regulations. The *Moniteur Belge* No. 84, 30 April 1975, published a decree dated 28 March 1975, concerning edible starches. The decree entered into force on 1 May 1975. An English translation is being prepared but copies of the decree (in French) are available. Inquiries: OTAR ext. 288/466/467.

Colourings for medicaments. The *Moniteur Belge* No. 85, 1 May 1975, published a decree dated 15 October 1974, concerning colourings permitted for use in the manufacture of medicaments. The decree enters into force on 1 December 1975. Copies of the decree (in French) are available. Inquiries: OTAR ext. 288/466/467.

Price control regulations. The *Moniteur Belge* No. 88, 7 May 1975, published a decree dated 5 May 1975 fixing prices at levels prevailing on 30 April 1975 until 7 July 1975. The decree entered into force on 7 May 1975. Copies of the decree (in French) are available. Inquiries: OTAR ext. 288/466/467.

Luxembourg

Preservatives in foodstuffs. The *Luxembourg Memorial* A15, 29 March 1975, published a decree dated 28 February 1975, amending the decree of 26 November 1964 concerning preservatives in foodstuffs. The decree entered into force on 29 March 1975. An English translation is being prepared but copies of the decree (in French) are available. Inquiries: OTAR ext. 288/466/467.

Phytopharmacological products. The *Luxembourg Memorial* A15, 29 March 1975, published a decree dated 20 March 1975 prohibiting the use of certain materials in phytopharmacological products. The decree entered into force on 29 March 1975. Copies of the decree (in French) are available. Inquiries: OTAR ext. 288/466/467.

France

Imports of early potatoes: minimum price procedure. The French *Journal Officiel*, 3 May 1975, announced that early potatoes (tariff no. 07.01 AII a and b) imported from member countries of the EEC and Greece may be admitted under the minimum price procedure.

The price level to consider for application of the minimum price procedure is as follows:

Tariff no.	Reference product	Minimum price per 100 kg. in francs	Period of application
Average prices recorded at produce markets in Britanny			
07.01 AII	early potatoes	0.78	from 16 to 31 May
a and b	from Brittany	0.55	from 1 to 10 June
		0.45	from 11 to 20 June
		0.34	from 21 to 30 June

Copies of the French text can be sent on request or seen at Export House. Inquiries: OTAR ext. 423/408/482.

Lifting of ban on certain live animals. The French *Journal Officiel*, 24 April 1975, announced that derogations to the ban on live carnivorous animals will be granted for the importation of cats and dogs, of more than three months of age, on presentation at customs of a sanitary certificate stating that certain health conditions have been fulfilled. These measures apply also to animals temporarily exported from France or French Overseas Departments if an anti-rabies vaccination certificate is provided. Similar sanitary regulations apply to the importation of live mink. Importation of these animals will not be granted at customs without these certificates. Copies of the full French text can be sent on request or seen at Export House. Inquiries: OTAR ext. 423/408/482.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Austria

Shirts of Hong Kong origin. *Bundesgesetzblatt* 216 announced that in accordance with the GATT Arrangement regarding International Trade in Textiles it has been agreed that Austria will restrict the import of the following shirts of Hong Kong origin to 950,000 pieces in the period 1 February 1975 to 31 January 1976:

ex 61.03	Shirts, not knitted or crocheted, wholly or mainly of discontinuous synthetic fibres or wholly or mainly of cotton

As stated in *Trade and Industry*, 21 March 1975, Austria will not admit imports of these textiles of Hong Kong origin unless such imports are covered by a copy of a Hong Kong Export Licence endorsed by the Commerce and Industry Department, Hong Kong. Inquiries: OTAR ext. 458/461.

Consumer protection measures. *Trade and Industry*, 28 March 1975, informed exporters of the new consumer protection measures introduced by the Austrian authorities. An unofficial translation of the law is now available. Inquiries: OTAR ext. 458/461.

Portugal

Sulphuric acid: drawback of import duty. *Trade and Industry*, 11 October 1973, published details of Order 622/73 authorising the import under drawback of sulphuric acid intended for the manufacture of 18 per cent superphosphate for export. Order 226/75 of 4 April 1975, extends until 31 December 1975 the provisions of this

Order on the import of 3,990,218 kg sulphuric acid. For each 1,000 kg of 18 per cent superphosphate exported within two years, the duty on the import of 372 kg sulphuric acid will be refunded. Inquiries: OTAR ext. 460/461.

Spain

Hides and skins: import duty suspension. The Spanish *State Gazette*, 14 May 1975, announced suspension of import duty, valid from 27 March 1975 to 26 June 1975 inclusive, on hides and skins used in the footwear industry, classified under the following tariff headings:

41.01.A.3.a	41.01.A.5.a	41.02.A.1.a	41.02.A.1.b
41.03.A.1.a	41.03.A.1.b	41.03.A.1.c	41.03.A.1.d
41.03.A.2.a	41.03.A.2.b	41.04.B.1.a	41.04.B.1.b
41.04.B.1.c	41.05.A.1.a	41.05.A.1.b	

Inquiries: OTAR ext. 462/471/472/473.

Glutamic acid and its salts: import duty suspension. The Spanish *State Gazette*, 14 May 1975, announced suspension of import duty until 13 June 1975 on (monosodium glutamate) glutamic acid and its salts, tariff heading 29.23.D.1. Inquiries: OTAR ext. 462/471/472/473.

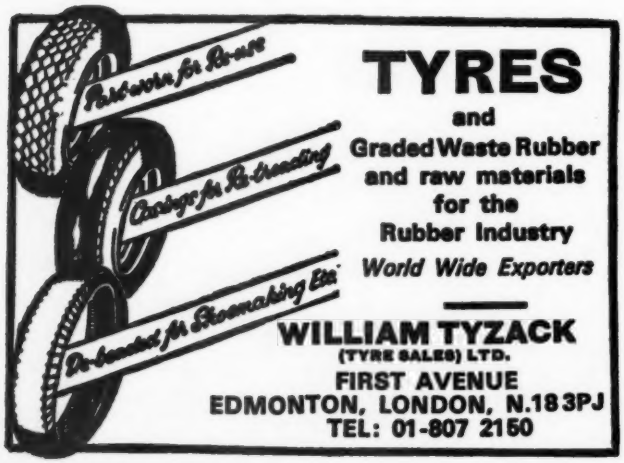
Petrochemical products. *Trade and Industry*, 6 February 1975, announced import duty suspensions and reductions on certain petrochemical products valid until 31 March 1975. The Spanish *State Gazette*, 8 May 1975, announced the extension of the validity until 30 June 1975. Inquiries: OTAR ext. 462/471/472/473.

Calcium nitrate. *Trade and Industry*, 6 February 1975, announced the suspension of import duty until 21 March 1975 on calcium nitrate, tariff heading 31.02.C. The Spanish *State Gazette*, 8 May 1975 announced the extension of the period of the validity until 21 June 1975. Inquiries: OTAR ext. 462/471/472/473.

Stainless steel coils: home compensation tax. The Spanish *State Gazette*, 14 May 1975, announced a temporary reduction to 1.5 per cent in home compensation tax levy, valid until 13 August 1975 on stainless steel hot-rolled coils of 3 mm. or more in thickness, tariff heading 73.15.E.4.a. This reduction does not apply if goods are imported on a temporary or drawback basis. Inquiries: OTAR ext. 462/471/472/473.

Capital goods: additions, extensions, deletions and modifications. The Spanish *State Gazette*, 16 April 1975, announced the following additions, extensions, deletions and modifications to the capital goods list of the Spanish customs tariff imported at a concessional rate of 5 per cent import duty subject to the importer making application to the Spanish Ministry of Commerce:

Tariff no.	Description	Valid until
ADDITIONS		
ex 84.10.E	Vertical single-stage centrifugal pumps, specially designed for welding into circuits for the removal of residual heat in PWR nuclear power stations by the circulation of boric acid solutions	15 April 1977
ex 84.11.C.2.b	Dry compressors having three or more stages, for acetylene, with an output of more than 180M³N and a pressure differential of more than 25 atmospheres.	15 April 1977
ex 84.17.J.2 ex 84.22.I ex 84.11.C.2.b ex 85.19.E	Equipment for degreasing and washing stainless steel tubing by means of automatic cycle autoclaving, including loading, emptying and solvent recovery systems.	15 April 1977
ex 84.31.D.1 ex 84.33.A ex 84.17.J.2 ex 84.22.G.4 ex 84.59.K	Machines for making corrugated paperboard, with a weight of less than 100 gms/M², from paper, whether or not including longtitudinal and transverse cutters. Machines for making corrugated paperboard at a speed of more than 75 m/min, corrugating machines, gluing machines, drying and stabilizing tables, longtitudinal cutters (double or multiple) and transverse cutters, in separate units or forming synchronised lines together with unreelers, preheaters and storage conveyors.	15 April 1977
ex 84.31.D.2	Automatic machines for coating and gluing together paper, paperboard or plastic or metal sheets in a continuous strip with a width of more than 1,400 mm, at a speed of more than 200 m/min.	15 April 1977
ex 84.35.C.3 ex 84.35.C.4	Dry or wet offset machines for printing in two or more colours on tubular covers or containers without folding.	15 April 1977
ex 84.44.A.3 ex 85.01.A.2.b ex 90.28.C.7	Reversible cold-rolling mills for reducing steel strip, without intermediate annealing, from 5 mm. to 0.05 mm. consisting of an unreeler, preliminary leveller, controlled-tension reelers, a 20-cylinder rolling mill and electrical drive and central control systems.	15 April 1977
ex 84.45.C.2.a.1	Mobile-standard horizontal reamers with a vertical travel of more than 6,000 mm. and cutter-bar diameters of more than 180 mm.	15 April 1977
ex 84.45.C.2.b	Special double-headed machines for automatic machining of valve guides and seats in engine cylinder heads.	15 April 1977
ex 84.45.C.5	Mobile standard vertical millers with a longitudinal travel of more than 2,000 mm., especially designed for automatic-cycle machining of splines.	15 April 1977
ex 84.45.C.6	Special grinders for crankpins and crankshaft journals, dressing of the grinding wheel being automatic, without guide wheels, and incorporated in the work cycle.	15 April 1977
ex 84.45.C.6	Special automatic machines designed for grinding bearing channels and races, incorporating a loading device.	15 April 19T7
ex 84.45.C.9	Triple-acting automatic presses for obtaining parts by precision cutting of sheet metal, with a ratio of less than 2.6 between the maximum working travel expressed in millimeters and the specific power output in kg/cm², this latter figure to exceed 50 kg/cm².	15 April 1977
ex 84.45.C.10	Vertical-axis machines for cold forming of tank bottoms having a diameter in excess of 2.5 m, and a thickness of more than 15 mm., by means of driven rollers.	15 April 1977
ex 84.45.C.14	Machines for twisting steel bars, whether or not including feed and output tables and electrical and hydraulic control systems.	15 April 1977
ex 84.59.K	Automatic machines for making cylindrical gelatine capsules for medicines, with provision for lubricating moulds, immersion, drying, mould removal, cutting and joining of cap and body, whether or not with electronic selection of capsules.	15 April 1977
ex 84.59.K	Machines for reinforcing flexible tubing with braided or spiral-wound wire, whether or not with a tensioning device.	15 April 1977



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39 Waterloo Road, Cricklewood London, NW2 7TT
Tel: 01-452 9851 (3 lines)

Tariff no	Description	Valid until
ex 84.59.K	Machines with rollers for removing stainless steel tubes from cold-drawing chucks.	15 April 1977
ex 84.59.K ex 84.22.G.4 ex 85.19.J	Double parallel screw extruders for thermosetting plastics, with electrically-regulated feed, internal spindle-cooling, dry cutting head, a device for lifting out the finished product, an integral hammer mill and a control booth.	15 April 1977
ex 85.22.B.3	Complex apparatus for testing electrical insulation by means of shock waves, with a power of more than 2,000 KV.	15 April 1977
ex 85.22.B.3	Automatic machines for regenerating and selecting condenser windings by the application of different voltages.	15 April 1977
EXTENSIONS		
ex 84.37.A	Carpet weaving looms, weighing more than 6,000 kg., of the Wilton and double cloth types, without Jacquard mechanisms or other auxiliary shed or weaving mechanisms, and of the Axminster type, whether or not with Jacquard or other auxiliary shed or weaving mechanisms	2 May 1977
ex 84.59.K	Closed-chamber internal mixers for rubber, of a volume of more than 200 litres.	7 August 1977
ex 84.59.K	Extruders, double bodied, single head.	7 August 1977
ex 84.59.K	Automatic machines for complete wrapping and reinforcing of tyre-cases, including those for twin-drum production of radial tyres.	7 August 1977
ex 84.59.K ex 85.11.A.2.c	Special furnace for reburning vapours in the atmosphere with metallic threads, in continuous operation with catalytic combustion of gases, with included machinery for winding and unwinding.	1 May 1977
ex 87.02.B.3.b	Special all-terrain vehicles, self-loading, with non-detachable chassis articulated in 2 planes, whether or not equipped with a loading device, designed for transporting tree-trunks in forestry operations.	7 August 1977
ex 87.03.C	Crane-lorries of a lifting capacity of not less than 70 metric tons and a effective span of more than 3.5 m.	7 August 1977
DELETIONS		
ex 84.11.C.2.b	Dry compressors having three or more stages, for an output of more than 180M³N and a pressure differential of more than 25 atmospheres.	
ex 84.45.C.6	Crankpin grinding machines	
MODIFICATIONS		
ex 84.22.I ex 84.31.C.2 ex 84.56.E ex 84.59.K ex 85.19.E and ex 90.28.C.7	Automatic machines for making slabs or tubes of asbestos cement or of asbestos with other binders or fillers: machines for making asbestos board, longitudinal and transverse cutters together with their feed belts, combined corrugating and stacking machines, combined mould-removing and unstacking machines, tube-rolling machines, machines for removing chucks and for handling chucks or tubes, whether or not with hydraulics and control systems.	

The full text in Spanish is available from OTAR section. Inquiries: OTAR section, ext. 462/471/472/473.

Malta

Import licensing control. The Malta *Government Gazette*, 6 May 1975, announced that, with immediate effect, the importation of the following goods would require a specific import licence:

Cat food, canned, dog food, canned.
Baby napkins made of towelling or gauze material.
Bed-sheets and bed-spreads; (the item 'bed-sheets and pillow-cases made of grey cotton cloth' should be deleted).
Handkerchiefs.
Children's and infants' woven fabric suits and dresses whether in a finished or partly finished state.
Men's and boys' woven fabric pyjamas whether in a finished or partly finished state.

Inquiries: OTAR ext. 471/472/473/462.

Yugoslavia

Import licensing. The Yugoslav *Official Gazette* No. 18, 1975, Item 229, contains a list of goods which have been made subject to import licensing with effect from 11 April 1975.

The Yugoslav tariff numbers of the goods concerned are as follows:

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

27 10 6a-1	29.35	32.05 3	48.01 2
69.02	69.03	74.03	74.04
74.05	74.06	74.07	74.08
76.02	76.03	76.04	76.05
76.06	76.12 1. 2a. 3	85.23 2b, 5a	

An English translation of the above-mentioned legislation is available. Inquiries: OTAR ext. 288.

Libyan Arab Republic

Off-loading of goods. The Libyan General Ports and Lights Authority has cancelled its decision to allow goods to remain in the docks for only seven days. Goods may now remain 15 days. Inquiries: OTAR ext. 420/475.

South Africa

Import control and permit issues. In announcing the second round of import permits for 1975 on 2 May, the South African Minister of Economic Affairs has taken steps to protect the local textile industry in its present state of recession.

Permit allocations for clothing equivalent to 20 per cent of the total permits issued for 1974 have now been granted, bringing the total permits issued for clothing for the current year to 60 per cent of last year's total.

Further import permit allocations equivalent to 40 per cent of the total permits issued for 1974 have been granted for the following classes or categories of goods:

consumer goods
confectionery
alcoholic beverages including whisky

This brings the total permits issued for the current year for these items to 80 per cent of last year's total.

Textile piece goods are excluded from this permit allocation. Importers of textile piece goods, both merchants and manufacturers, are still required to make individual applications for permits and can expect reasonable requirements, but not on a quota basis. Permits are issued for six months' requirements based on an individual firm's imports over the previous three years. Imports are likely to be mainly confined to those items which augment local ranges.

Measures have also been taken to ensure that only bona fide textile merchants with their own trading premises receive permit allocations.

Inquiries: OTAR ext. 471/472/473/462.

Tariff changes. The following amendments were published in the South African *Government Gazette*, 2 May 1975:

R860	BN 62.02: The rates of duty on bed linen, kitchen linen and bedspreads are amended.
R861	BN 84.10: Tariff heading No. 84.10 is rewritten and the rate of duty on certain centrifugal pumps is increased to 20%.
ANTI-DUMPING DUTIES	
R862	Item 211.13. BN 62.02: The provision for an ordinary anti-dumping duty on certain bed linen is withdrawn.

Inquiries: OTAR ext. 471/472/473/462.

Tariff applications. Customs Tariff Application List 667, published in the South African *Government Gazette*, 9 May 1975, contains an application to the Board of Trade and Industries for increase in duty on:

Paper and paperboard classifiable under tariff subheadings 48.01.92, 48.01.95, 48.05.92, 48.05.95, 48.07.92, 48.07.95
Titanium oxides classifiable under tariff subheading 28.25 and titanium white classifiable under tariff subheading 32.07.30

Customs Tariff Application List 668, published in the South African *Government Gazette*, 16 May 1975, contains an application to the Board of Trade and Industries for increase in duty on:

Tubes and pipes of copper classifiable under tariff subheadings 74.07.20.10 and 74.07.20.20.
Textile hosepiping and similar tubing classifiable under tariff heading 59.15
Carbon paper classifiable under tariff subheadings 48.07.10 and 48.13.10.

British trade organisations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Department of Trade, 1 Victoria Street, London SW1H 0ET. Inquiries: CRE tel. 01-215 5274.

Australia

Glass and glassware: tariff changes. Details are given below of changes in the Australian customs tariff as set out in Customs Tariff Alteration Notice No. 8 (1975), operative on and from 7 May 1975:

ALTERATION TO PART II OF SCHEDULE I TO THE CUSTOMS TARIFF 1966-74

Tariff item	Goods	Rates of duty General	Preferential
Omit items 70.01 to 70.21 (inclusive), substitute the following items:			
70.01	*Waste glass (that is to say, cullet); glass in the mass (other than optical glass)	5%	5%
70.02	*Glass of the variety known as enamel glass, in the mass, rods and tubes	5%	5%
70.03	*Glass in balls, rods and tubes, unworked (not being optical glass):		
70.03.1	Goods, as follows: a balls; b rods and tubes of fused quartz or fused silica	5%	5%
70.03.9	Other	15%	15%
70.04	*Unworked cast or rolled glass (including flashed or wired glass), whether figured or not, in rectangular shapes	15%	15%
70.05	*Unworked drawn or blown glass (including flashed glass), in rectangular shapes	15%	15%
70.06	*Cast, rolled, drawn or blown glass (including flashed or wired glass) in rectangular shapes, surface ground or polished, but not further worked:		
70.06.1	Float glass, X-ray protective glass	15%	15%
70.06.9	Other:		
70.06.91	In sheets not exceeding 2.33 sq. m	$0.08 per m²	$0.08 per m²
70.06.99	Other	$0.16 per m²	$0.16 per m²
70.07	*Cast, rolled, drawn or blown glass (including flashed or wired glass) cut to shape other than a rectangular shape, or bent, edge worked, engraved or otherwise worked, whether or not surface ground or polished, and glassware made of such glass and not framed or fitted with other materials; multiple-walled insulating glass; leaded lights and the like	15%	15%
70.08	*Safety glass consisting of toughened or laminated glass, whether shaped or not:		
70.08.1	In sizes and shapes ready for incorporation in motor vehicles	25%	25%
70.08.9	Other	15%	15%
70.09	*Glass mirrors (including rear-view mirrors), whether or not framed or backed:		
70.09.1	Rear-view mirrors of a kind used on vehicles of a kind falling within item 87.02	25%	25%
70.09.9	Other:		
70.09.91	Having an area exceeding 500 sq. cm	15%	15%
70.09.92	Having an area not exceeding 500 sq. cm	5%	5%

Tariff item	Goods	Rates of duty General	Preferential
70.10	*Carboys, bottles, jars, pots, tubular containers and similar containers, of glass, of a kind commonly used for the conveyance or packing of goods; stoppers and other closures, of glass:		
70.10.1	Tube vials, that is to say, containers manufactured from glass tubing	7.5%	7.5%
70.10.9	Other	5%	5%
70.11	*Glass envelopes (including bulbs and tubes) for electric lamps, electronic valves or the like:		
70.11.1	For cathode-ray tubes as used in television receivers	5%	5%
70.11.9	Other	15%	15%
70.12	*Glass inners for vacuum flasks or for other vacuum vessels	5%	5%
70.13	*Glassware not falling within item 70.19 of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration, or for similar uses:		
70.13.1	Heat resisting glassware of a kind commonly used for cooking purposes	To and including 30 June 1975 – 45%; From and including 1 July 1975 – 30%	To and including 30 June 1975 – 45%; From and including 1 July 1975 – 30%
70.13.2	Goods, as follows: a figures of a kind commonly used as ornaments in the household; b statuary figures; c syphon vases with or without heads	5%	5%
70.13.9	Other:		
70.13.91	Containing 24% or more by weight of combined lead evaluated as lead monoxide (PbO)	5%	5%
70.13.99	Other	10%, and $0.30 per dozen articles	10%, and $0.30 per dozen articles
70.14	*Illuminating glassware, signalling glassware and optical elements of glass, not optically worked or of optical glass:		
70.14.1	Illuminating glassware (including bowls and shades but not including candlesticks), not containing 24% or more by weight of combined lead evaluated as lead monoxide (PbO); silvered glass reflectors of the type used in traffic control signal lights	35%	35%
70.14.2	Reflectors and refractors for lighting purposes of a kind commonly used with vehicles of a kind falling within sub-item 87.01.1, item 87.02, sub-item 87.03.9 or paragraph 87.14.11	25%	25%
70.14.9	Other	5%	5%
70.15	*Clock and watch glasses and similar glasses (including glass of a kind used for sunglasses but not glass suitable for corrective lenses), curved, bent, hollowed and the like; glass spheres and segments of spheres of a kind used for the manufacture of clock and watch glasses and the like	25%	25%
70.16	*Bricks, tiles, slabs, paving blocks, squares and other goods made of pressed or moulded glass of a kind commonly used in building; multi-cellular glass in blocks, slabs, plates, panels and similar forms	5%	5%
70.17	*Laboratory, hygienic and pharmaceutical glassware, whether or not graduated or calibrated; glass ampoules	25%	25%
70.18	*Optical glass and elements of optical glass, other than optically worked elements; blanks for corrective spectacle lenses	5%	5%
70.19	*Glass beads, imitation pearls, imitation precious and semi-precious stones, fragments and chippings, and similar fancy or decorative glass smallwares, and glassware made therefrom; glass cubes and small glass plates, whether or not on a backing, for mosaics and similar decorative purposes; artificial eyes, of glass (including those for toys but not those for wear by humans); ornaments and other fancy articles of lamp-worked glass; glass grains (that is to say, ballotini):		
70.19.1	Glass grains (that is to say, ballotini)	15%	15%
70.19.2	Glass cubes and small glass plates, whether or not on a backing, for mosaics, and similar decorative purposes	26%, or if higher, $0.41 per m²	13%, or if higher, $0.20 per m.²
70.19.3	Imitation pearls and imitation precious and semi-precious stones, not being beads; cameos and intaglios	Free	Free
70.19.9	Other	5%	5%
70.20	*Glass fibre (including wool), yarns, fabrics, and goods made therefrom:		
70.20.1	Glass wool and goods made therefrom; tyre cord fabrics that are entered for home consumption on or after 1 January 1976	15%	15%
70.20.2	Rovings and woven rovings	40%	40%

CRE tel. Direct dialling **OTAR** telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

Tariff item	Goods	Rates of duty	
		General	Preferential
70.20.3	Goods, as follows: a chopped strand, chopped strand mat (including surface tissue), continuous filament mat; b cords (including tyre cord), cordage, braids and sleeving; c discs of a kind used for abrasive wheel reinforcement; d insect screening; e sliver; f woven fabrics of a kind ordinarily used for industrial purposes (but not including tyre cord fabrics); g yarns	30%	30%
70.20.9	Other	20%	20%
70.21	*Other glassware	5%	5%

Ref. CRE 946/75. Inquiries: OTAR ext. 468/469/401.

Industries Assistance Commission reports. Three reports have been published by the Australian Industries Assistance Commission:

Mushrooms: The Australian Government has accepted the Industries Assistance Commission's report on mushrooms. Ref. CRE 10/74.

Textile and apparel machinery: Ref. CRE 1770/71.

Paper-making and printing machinery: Ref. CRE 1769/71.

The Australian Government has accepted the Industries Assistance Commission's report and recommendations but will phase in duties. In some cases current duties will continue for 12 months. Goods currently dutiable at less than the Commission's recommended rate will be increased immediately to the recommended rate. The recommendation on by-law has not been accepted.

Full details will be published as soon as they are available.

Floor coverings: Temporary Assistance Authority report. Temporary tariff quotas of A$10 per sq. m. have been imposed on tufted and Axminster carpets where imports exceed specified three monthly trigger levels. Full details will be published as soon as they are available. Ref. CRE 1508/74. Inquiries: OTAR ext. 468/469/401.

New Zealand

Locks: Tariff and Development Board report. Copies of the New Zealand Tariff and Development Board report on locks, etc. (tariff heading 83.01) are available from Commercial Relations and Exports Division. Ref. CRE 1195/72. Inquiries: CRE tel. 01-215 5321.

Canada

Consumer packaging and labelling regulations. The Canadian Department of Consumer and Corporate Affairs has announced details of proposed amendments to the Consumer Packaging and Labelling Regulations. The main features of the proposals are as follows:

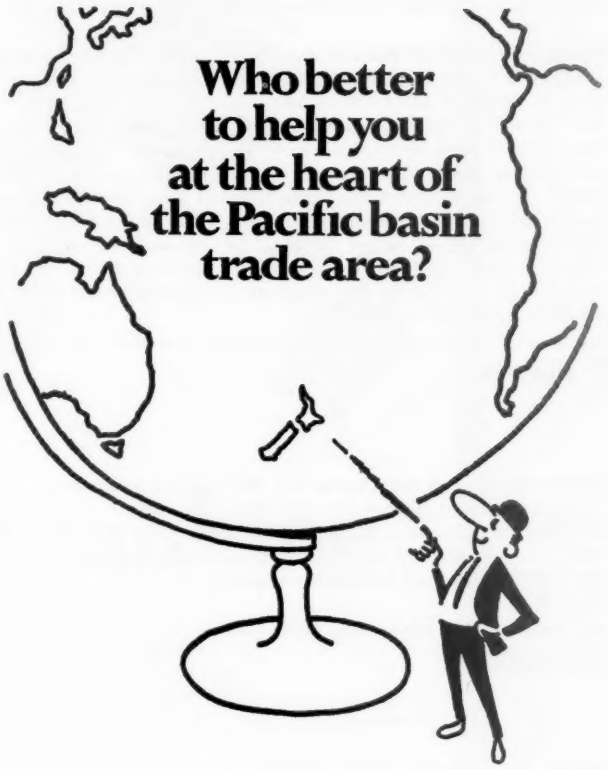
a Replacement parts, if pre-packaged, will be exempt from all provisions of the Act unless they are to be sold to a consumer.

b Non-food products, packed so that the contents are clearly visible will be exempt from the common, or generic name requirement

c Non-food products, packed so that the contents are clearly visible, usually sold by the count and consist of less than thirteen items will be exempt from the net quantity declaration requirement

d Non-food products, packed singly and carrying an accurate pictorial representation on the main display surface will be exempt from both the net quantity and the common name requirements.

Exemptions b, c and d are made with the proviso that the products



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carry a label identifying the manufacturer or importer and his principal place of business.

In additions, unilingual toys and games, greetings cards and books will be exempt from the Act's bilingual requirements.

Representations should be made by 25 June to the Assistant Deputy Minister (Consumer Affairs), Department of Consumer and Corporate Affairs, 1 Place du Portage, Ottawa/Hull KIA OC9. Details of the proposals are available from CRE tel. 01-215-5397.

Foreign Investment Review Act. On 10 April 1975 the Canadian Minister of Industry, Trade and Commerce announced amendments to the Regulations which administer the Foreign Investment Review Act. To facilitate the process of notification and reduce the information required from applicants, there is a new provision permitting the filing of notice of a proposed acquisition in a shortened form where the Canadian business being acquired has gross assets of less than $2 million and less than 100 employees. The additional information required on the longer form can be requested if needed in a particular case. Guidelines have also been issued clarifying the way in which the Act will apply to corporate reorganisations. Details are available from CRE 01-215-5397.

Panama

Import quotas on steel bars. The Panamanian Government has announced import quotas for steel bars for reinforcing concrete, including round, square and angle bars under tariff headings 73.10 and 73.11. The quota is for 10 per cent of the total imports for 1973. No further information is available at present. Inquiries: OTAR ext. 476/474.

Jamaica

Elastic and elastic laces: import licensing. The Jamaican authorities in Notice 2930 of 14 April 1975 have advised that import licences will be issued for a limited quantity of elastic and elastic laces. The quotas will be calculated against traders' performances for the calendar year 1974. Inquiries: OTAR ext. 7312/456/457.

Natural cheese in bulk packages: import licensing. The Jamaican authorities in Notice 2931 of 14 April 1975 have advised that import licences will be issued for a limited quantity of natural cheese in bulk packages. Quotas will be calculated against traders' performances for the calendar year 1972 to 1973 (whichever is the greater). Inquiries: OTAR ext. 7312/456/457.

Barbados

Domestic articles of aluminium: Barbados authorities by SI No. 94 of 1975 state that an import licence is required for the importation of BTN No. 76.15. Domestic articles of aluminium, eg fry pans, saucepans kettles etc. Inquiries: OTAR ext. 7312/456/457.

Chile

Exchange rates. The Chilean Central Bank has announced the following revised exchange rates effective from 13 May 1975:

'Bank' rate raised from 3,900 escudos to 4,100 escudos per US dollar.
'Brokers' rate raised from 4,300 escudos to 4,500 escudos per US dollar.

Inquiries: CRE tel. 01-215 5289.

Venezuela

Vehicles, trucks and trailer tractors. According to an official Venezuelan publication the following categories will pay less than the established duties shown in brackets.

87.02.01.9902	Four-wheel-drive vehicles (rusticos)	40% (90%)
87.02.04.9903	Trucks and vans of less than 4,000 kg.	50% (100%)
87.02.04.9904	Trucks and vans of more than 4,000 kg.	30% (70%)
87.01.01.00	Road trailer tractors (articulated trucks)	30% (70%)

To apply for exemption, interested parties should present to the Direccion General de Industrias del Ministerio de Fomento:

Specifications, guarantees and catalogues of vehicle
Certified quotation, cif Venezuelan port
Delivery time, as stated by supplier
Quotation requirement and delivery conditions of similar vehicle in Venezuela
End use
In cases of commercialisation, the party requesting exemption must guarantee service, spares, etc. Price to be determined by Ministerio de Fomento.

Preferential treatment is to be given to co-operatives, distributors and official entities. If possible preference will also be given to models like the ones already produced in the country. Shipment will be after the exemption has been obtained. The decree has a validity of 90 days, until a permanent tariff has been decided for these vehicles.

A copy of the notice is available to interested British exporters from OTAR ext. 474/476.

Bolivia

Surgical prosthetics: duty and tax exemptions. Imports of 'appliances which are implanted in to human organs to compensate for a defect or incapacity' and 'pacemakers and artificial heart valves' under BN 90.19.03.99 and 90.19.89.01, respectively, are exempt from the payment of customs and additional duties, external consular fees and internal and municipal taxes by Bolivia's supreme decree 12289 of 12 March 1975. The services rendered tax will be levied at 2 per cent instead of the general rate of 8 per cent. The importation of the articles requires only the presentation of a legalised commercial invoice, whether or not its value exceeds US$100 and only when the consignee is the interested party or when they are consigned to hospitals or clinics. The importation by persons or entities not contained within this disposition will be subject to the general import tariff regimen. Inquiries: OTAR ext. 474.

Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

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European Community

EEC – your questions answered

Here we publish answers to some of the questions of general interest which businessmen put to the Department of Industry's EEC Information Unit.

The Unit was set up specifically to help the businessman wanting facts about the EEC and the way its policy, procedures and legislation could affect his business operations and decisions. Although the Unit's prime responsibility is with those matters which are the concern of the Departments of Industry, Trade and Prices and Consumer Protection, it is usually possible to direct an inquirer to sources of specialist advice in other government departments. It can be contacted by a telephone call to 01-215 4301 (six lines), or by writing to the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET.

Q. As a solicitor, I sometimes need to refer to judgements of the European Court of Justice. Where can I consult these, and other EEC legal material, locally?

A. Judgements of the European Court of Justice appear (among other places) in the Common Market Law Reports. Outside London, these reports, together with the Community Treaties, the Official Journal of the European Communities, the Rules of Procedure of the European Court, and certain basic textbooks are available for consultation by interested parties at ten court centres. These are the Manchester Crown Court and the Birmingham, Bristol, Cardiff, Exeter, Leeds, Liverpool, Newcastle-upon-Tyne, Nottingham and Sheffield County Courts.

Q. I intend taking some goods by van to the other Common Market countries and selling them direct to the public. Do I have to comply with any EEC regulations?

A. There is no uniform EEC legislation on itinerant selling (selling direct to the public) but each country has national regulations and bye-laws:

In *Denmark* itinerant selling is forbidden and national laws in *France* are, in virtually all cases, prohibitive;

Market trading only is allowed in *Luxembourg* for which a licence must be obtained from the appropriate Government Department;

Belgium requires a trader to have been resident in the country for 10 years;

For the *Federal Republic of Germany* you must obtain a residence permit from the German Embassy before departure. On arrival you must register with the police and apply for a trading permit from the local authorities. You would also be subject to a trade tax and goods which you import as a non-resident would require an import licence;

Salesmen in *Italy* must register with the Chamber of Commerce for the area in which they wish to trade, although in practice this registration, once obtained, is valid for the whole country. Sales of food and drink are, however, subject to relevant bye-laws;

Finally in *Holland*, street traders must obtain a licence normally issued by the local police, although police regulations vary from town to town. Door-to-door salesmen must register with a Dutch Chamber of Commerce.

In all cases vehicles used to transport goods must conform to national specifications.

VAT and import duties

All EEC customs authorities require import duties and VAT to be paid on the goods at the point of entry. In the Netherlands the VAT inspector will wish to see anyone intending to sell goods direct to the public to tell them how to keep records of their transactions and supply them with the relevant VAT forms. Import duty is not refunded on unsold items although VAT may be refundable on submission of a Dutch Customs and Excise certificate. Duties and VAT are refundable in Germany and Italy if the goods are re-exported under the control of the Customs authorities. Regular traders who are established in Belgium and Luxembourg should register with the VAT authorities – if not established, a responsible representative should be appointed – and they are then able to recover VAT payments in the form of quarterly returns. VAT cannot, however, be recovered if trading is on an occasional basis.

Information about itinerant selling may be obtained from the General Export Services Branch of the Department of Trade, Export House, Ludgate Hill, London EC3M 7HU, tel: 01-248 5757.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842.

Q. My company manufactures a wide range of household electrical appliances which we now intend exporting to EEC countries. How can I find details of standards and safety regulations to which they must conform?

A. The Technical Help to Exporters section of the British Standards Institution has recently published a survey which details the situation in the EEC Member States with respect to standards and approval requirements for household electrical appliances and similar products. The relevant national standards and approval requirements of EEC states are gradually being brought into line with those produced by the International Commission on Rules for the Approval of Electrical Equipment (CEE) and the survey concentrates on appliances and equipment coming within the scope of international specifications IEC/65/CEE 1, CEE 10 and CEE 11.

The main part of the survey is divided into three sections: electronic and related equipment, motor operated appliances, and heating and cooking appliances. Each section contains tables detailing the national safety and/or performance standards applicable to each EEC country and indicates each country's adherence to, and deviation from, the relevant CEE specifications. Other tables in the survey include: each member country's electricity supplies and single phase power limitations; each country's usage of flexible cables; appliances construction class and related plugs; the national approval situation with information on approval authorities, application forms and certification schemes. There are also reproductions of all approval marks together with addresses of the relevant organisations and information on their areas of responsibility.

Copies of the survey, price £15 to THE members and £17.50 to non-members, are available from British Standards Institution, Technical Help to Exporters, Maylands Avenue, Hemel Hempstead, Herts.

EEC referendum

Result likely by 6 June

Speaking at a press conference in London on 14 May, referendum Chief Counting Officer Sir Philip Allen said that the result should be clear by the evening of Friday, 6 June unless the margin was very narrow. The final result, he said, would emerge some time on Saturday, 7 June.

Lunchtime

Some county results are expected at lunchtime on 6 June, with the first probable declaration coming from the Scilly Isles at about noon. Sir Philip explained that the bulk of the results should start to come through from about 2 p.m. onwards and should continue steadily during the afternoon and early evening. He added that even the Scottish Highlands, the Western Isles and Shetland had indicated that they hope to declare by 10 p.m. on the same day.

Sir Philip stressed that accuracy was more important than speed and that contrary to practice in general elections, every vote would have to be counted at least twice.

Verification

He explained that after discussion with local authority Chief Executives it had been decided that in England and Wales the verification stage, or the matching of ballot box contents with presiding officers' returns, would be done at district level. In most cases verification would take place as soon as the polling stations closed at 10 p.m. on 5 June, but no county would start to count before 9 a.m. on 6 June.

Votes cast in the 33 London boroughs would be counted at Earls Court, which would also be the headquarters of Sir Philip's Count Unit.

Sir Phillip Allen

Recounts

Sir Philip said that there was a requirement to report each result to him by telephone; he would receive five sets of figures – the total number who voted, the number of service men included in that vote, the number who votes 'yes', the number who voted 'no' and the number of rejected papers. When he was satisfied that no recount was required he would give the go-ahead for the result to be announced locally.

He explained that he was still having discussions, notably with the President of the Royal Statistical Society on the question of recounts; he pointed out that if the vote was very close in a particular county the 1 per cent difference might be the criterion, but the question of a national recount was a very different matter and that the decision to order such a recount would be a very serious one to take.

New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 4174/482/408). Other information may be obtained from the reference points given at the end of the item.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

COMMON AGRICULTURAL POLICY. The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Wine. Regulation (EEC) 1153/75 prescribing the form of the accompanying documents for wine products and specifying the obligations of wine producers and traders other than retailers. (*Official Journal* L113, 1 May 1975)

Cereals. Regulation (EEC) 1171/75 determining, for the 1975/76 marketing year, the single intervention prices for barley, rye, durum wheat and maize, and the principal marketing centres for common wheat and the derived intervention prices applicable at those centres. (*Official Journal* L117, 7 May 1975)

Regulation (EEC) 1172/75 amending Regulation (EEC) 1397/69 fixing standard qualities for certain cereals and categories of flour, groats and meal and the rules for fixing the threshold prices of these categories of products. (*Official Journal* L117, 7 May 1975)

Regulation (EEC) 1173/75 fixing the threshold prices for cereals for the 1975/76 marketing year. (*Official Journal* L117, 7 May 1975)

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New EC Legislation
continued

Cattle, beef and veal. Regulation (EEC) 1174/75 amending Regulation (EEC) 2305/70 on the financing of intervention expenditure in respect of the domestic market in beef and veal. (*Official Journal* L117, 7 May 1975)

Corrigenda. The *Official Journal* L117, 7 May 1975, contains the text of a corrigendum to the corrigendum to Regulation (EEC) 888/75 (published in *Official Journal* L105, 25 April 1975) amending Regulation (EEC) 610/75 on protective measures for certain beef and veal products falling within subheading 16.02 B III b) 1 of the Common Customs Tariff.

for: 'containers of packages'
read: 'containers or packages'

The *Official Journal* L117, 7 May 1975, contains the text of a corrigendum to the corrigendum to Regulation (EEC) 1090/75 (published in *Official Journal* L112, 1 May 1975), on the issue by way of protective measures of import licences for certain beef and veal products (EXIM) as follows:

for: 'containers of packages'
read: 'containers or packages'.

Fish and fish products. Corrigenda. The *Official Journal* L117, 7 May 1975, contains the text of the following corrigendum to Regulation (EEC) 346/75 (published in *Official Journal* L40, 14 February 1975) concerning the importation into the Community of certain fishery products originating in Tunisia.

Page 2, Article 4, second subparagraph:
for: '25 June 1975'
read: '25 June 1974'.

The *Official Journal* L117, 7 May 1975, contains the text of a corrigendum to Regulation (EEC) 347/75 (published in *Official Journal* L40, 14 February 1975) concerning the importation into the Community of certain fishery products originating in Morocco, as follows:

Page 4, Article 4, second subparagraph:
for: '25 June 1975'
read: '25 June 1974'.

EEC information for businessmen: free booklet

EEC – Your Questions Answered, an 87-page booklet published by the EEC Information Unit, contains answers to businessmen's inquiries on a wide range of EEC subjects. These include trade with EFTA and other countries associated with the Community, customs procedures and documentation, tariffs, market information and non-tariff barriers to trade.

The booklet also provides basic information about the role of the Community institutions and has articles on the ECSC, Euratom and the European Investment Bank. The final section of the booklet is devoted to time-saving reference material including a glossary of abbreviations, lists of publications and 18 pages of useful addresses and contacts in Europe and the UK.

The EEC Information Unit, from which copies of the booklet may be obtained free of charge, was set up specifically to help the businessman wanting facts about the EEC and the way its policy, procedures and legislation could affect his business operations and decisions. Although the Unit's prime responsibility is with those matters which are the concern of the Departments of Industry, Trade and Prices and Consumer Protection, it is usually possible to direct an inquirer to sources of specialist advice in other government departments. The address for inquiries or publication requests is the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4301 (6 lines).

CORRIGENDUM

EEC/Austria Agreement. Community Transit. The *Official Journal* L116, 6 May 1975, contains the text of the following corrigendum to Regulation (EEC) 428/74 (published in *Official Journal* L58, 28 February 1974) implementing Decision Nos. 1/74, 2/74, 3/74 and 4/74 of the Joint Committee set up under the Agreement between the EEC and Austria on the application of the rules on Community transit:

Page 114, Model II, seventh line:
for: 'guarantee'
read: 'departure'.
Page 114, Model II, section II and footnotes to read as follows:

II Acceptance by the office of departure
Office of departure .....

Guarantor's undertaking accepted on the .....
to cover the Community transit operation under T1 /T2 (2),

issued on ..... under No. .....

.....
Stamp and signature

(1) The signature must be preceded by the following in the signatory's own hand, handwriting 'Guarantee . . .'
(2) Delete as appropriate.

Page 115, Model III, I., 2., second line:
for: 'States',
read: 'States referred to in paragraph 1'.
Page 116, Model III, 4., third line:
for: 'States',
read: 'States referred to in paragraph 1'.
Page 116, Model III, second line below table:
for: 'procedures'
read: 'procedure'.
Page 116, Model III, sixth line below table:
for: 'addresses'
read: 'address'.
Page 116, Model III, seventh line below table:
for: 'departure'
read: 'guarantee'.
Page 116, Model III, section II to read as follows:

II Acceptance by the office of guarantee
Office of guarantee .....

Guarantor's undertaking accepted on the .....

.....
Stamp and signature

Page 116, Model III:
Delete footnote (4).

RULES OF COMPETITION

The *Official Journal of the European Communities* C103, 7 May 1975, contains a notice concerning the application to the Commission on 21 December 1973 by the Unione Nazionale Industrie Dentarie Italiane (UNIDI), Milan, for negative clearance pursuant to Council Regulation No. 17 of 1962 of its rules governing national and international equipment exhibitions (Expo Dental).

UNIDI is a private association under Italian law formed in Milan on 27 May 1969; its members are dental equipment manufacturers established in Italy.

The original version of the UNIDI rules as notified contained restrictions which were incompatible with Article 85 of the EEC Treaty but have been amended following discussion with the Commission.

The Commission is proposing to take a favourable decision on the current version of the Expo Dental rules but before doing so it invites interested third parties to submit in writing any observations which they may have on the subject within one month from 7 May 1975 quoting reference IV/28.775 to:

Commission of the European Communities,
Directorate-General for Competition,
Directorate for Restrictive Practices and Dominant Positions,
rue de la Loi, 200,
1049 Brussels,
Belgium.

Further information: Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5092.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure: Total	Fixed capital expenditure: of which: Manufacturing industry	Fixed capital expenditure: of which: Distributive and service industries	Changes in stocks: Total	Changes in stocks: of which: Manufacturing industry	Changes in stocks: of which: Wholesalers	Changes in stocks: of which: Retailers	Balance of payments: Current balance	Balance of payments: Visible balance	Balance of payments: Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,387	9 223	2,130	2,089	series in £ million				series in £ million		
1970	100	100	100	100	100	438	324	68	−23	698	−11	709
1971	101	103	100	94	103	111	−126	52	−4	1,052	273	778
1972	104	109	106	85	116	−54	−203	48	3	82	−683	765
1973	110	114	110	90	121	696	374	32	242	−1,117	−2,301	1,184
1974	109	114	108	100	111	265	435	34	−124	−3,828	−5,259	1,431
1972 2nd qtr.	104	108	106	84	115	−31	−106	1	38	123	−67	190
3rd qtr.	104	110	106	82	116	−7	−42	6	−13	−109	−284	175
4th qtr.	107	111	108	83	123	18	7	24	−6	−17	−209	192
1973 1st qtr.	110	115	112	89	127	277	146	11	32	−184	−354	170
2nd qtr.	109	112	107	86	113	188	61	−9	163	−210	−401	191
3rd qtr.	110	114	111	91	120	100	68	6	22	−230	−569	339
4th qtr.	110	114	111	94	125	131	99	24	25	−493	−977	484
1974 1st qtr.	106	113	112	99	111	−235	−100	8	−73	−971	−1,279	308
2nd qtr.	110	112	105	99	107	209	138	42	11	−985	−1,316	331
3rd qtr.	112	114	106	99	115	257	299	−27	−28	−797	−1,210	413
4th qtr.	110	116	107	102	112	34	+99	10	−34	−1,075	−1,454	379
1975 1st qtr.										−323	−683	360
% change last 2 qtrs. on prev. 2 qtrs.	+3.0	+2.2	−1.8	+1.5	+4.1							
on a year earlier	+1.3	+0.9	−4.1	+8.6	−7.3							

	Index of industrial production: Total all industries	Index of industrial production: Total manufacturing industries	Personal expenditure: Retail sales	Personal expenditure: Cars: new registrations	Prices and costs: Index of retail prices: Index‡	Prices and costs: Index of retail prices: % increase on a year earlier	Prices and costs: Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Prices and costs: Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Prices and costs: Basic hourly wage rates of manual workers (all industries and services)‡	Labour: Unemployed excluding school leavers and adult students: mid-month count	Labour: Unemployed excluding school leavers and adult students: % of total employees	Labour: Unfilled vacancies for adults: mid-month count	Trade§: Exports	Trade§: Imports
			monthly averages										totals	
Base of index	1970	1970	1971		Jan. 1974		1970	1970	31 July 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1971	100.4	99.6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	737	3.2	129	8,801	8,528
1972	102.4	102.0	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	816	3.6	145	9,147	9,830
1973	109.9	110.5	110.7	137.3	179.4†	9.2	144.5	123.2•	115.5	581	2.6	304	11,512	13,813
1974	106.4	107.9	109.9	102.7	108.5	16.0	215.3	152.0	138.5	572+	2.5+	298+	15,589	20,848
1973 3rd qtr.	110.7	111.5	110.6	143	180.2†	9.2	150.9	124.2	118.5	555	2.4	334	2,991	3,560
4th qtr.	109.5	110.5	112.0	119	186.8†	10.3	167.6	129.1	121.0	494	2.2	361	3,048	4,025
1974 1st qtr.	103.5	105.7	109.8	103	101.4	12.9	212.5	138.3	125.0	546	2.4	286	3,500	4,779
2nd qtr.	107.8	109.3	107.3	104	107.5	15.8	213.7	148.9	132.2	552	2.4	311	3,900	5,216
3rd qtr.	108.6	110.2	111.0	109	110.2	17.0	212.9	156.1	143.9	592	2.7	306	4,161	5,371
4th qtr.	105.4	106.2	111.6	96	115.1	18.2	222.1	164.9	153.5	..	..	..	4,029	5,482
1975 1st qtr.	105.0	106.4	111.9 p	106	122.0	20.3	220.9 p	176.0 p	162.9	701	3.1	..	4,559	5,242
1974 Apr.	107.3	109.0	107.9	97	106.1	15.2	215.4	146.4	127.9	546	2.4	298	1,272	1,675
May	107.5	108.7	105.6	105	107.6	15.9	214.0	149.0	132.0	548	2.4	315	1,304	1,783
June	108.6	110.3	108.2	111	108.7	16.5	211.7	151.2	136.8	562	2.5	319	1,324	1,758
July	109.2	110.7	109.2	106	109.7	17.1	212.3	153.5	139.8	576	2.5	317	1,337	1,769
Aug.	109.1	111.2	111.4	102	109.8	16.9	213.7	156.1	145.5	597	2.6	301	1,378	1,787
Sept.	107.6	108.8	112.2	118	111.0	17.1	212.8	158.6	146.3	603	2.7	301	1,446	1,816
Oct.	107.0	107.5	111.4	102	113.2	17.1	220.1	162.2	148.7	607	2.7	294	1,347	1,841
Nov.	106.6	107.7	112.8	98	115.2	18.3	223.8	164.8	153.9	613	2.7	273	1,296	1,896
Dec.	102.8	103.5	110.8	87	116.9	19.1	222.5	167.6	157.9	..	..	..	1,386	1,745
1975 Jan.	104.9	106.8	113.0	109	119.9	19.9	222.1	173.0	159.7	678 e	3.0	..	1,562	1,837
Feb.	105.5	107.3	112.3	113	121.9	19.9	218.8	175.9	161.7	705	3.1	192	1,456	1,746
Mar.	104.6	105.1	109.4	97	124.3	21.2	221.8 p	179.0 p	168.3	722	3.2	186	1,540	1,658
Apr.			117½ p	90 p	129.1	21.7	223.0 p	182.0 p	168.6	760	3.3	173	1,366 p	1,655 p
% change latest 3 months on prev. 3 months	−0.4	+0.1	+0.8	+2.0	+6.6		−0.7	+6.2	+5.7	..		..	+3	−7½
on a year earlier	+1.5	+0.7	+3.4	−3.8	+20.9		+3.1	+25.7	+31.5	+32.9		−35.2	+17½	+1

(‡) Not seasonally adjusted. + Average of 11 months. (§) On a balance of payments basis. e Figure is estimate. • After April 1973, affected by changes due to VAT. † Base of index Jan. 1962 = 100.

Engineering industries sales and orders (SIC Orders VII, VIII and IX)

The provisional trend estimates and seasonally adjusted volume index numbers of engineering sales and orders up to February 1975 are published in the accompanying table. The trend of total sales has not changed significantly since about the middle of 1974 but home and export sales have shown a slight increase in the latest months. The volume of total new orders shows signs of levelling out after falling steeply but trends in home investment are still weak and home orders have continued to fall; export orders, however, have been rising recently and have tended to offset the continued fall in home demand. Orders books have been decreasing but although below levels in mid-1974 they are still high.

The trend of total sales shows a small increase of 1 per cent in the period November 1974 to February 1975, with similar slight increases on both home and export markets. Recent trends in the volumes of sales to both home and export markets have been close to their levels in the middle of 1974, when export were at a peak after two year's strong growth and home market sales were 5 per cent lower than their record level in mid-1973.

The trend of total net new orders has continued to ease down a little, with a decrease of 1½ per cent in the latest three months. The seasonally adjusted estimates for January and February, however, have shown some improvement, suggesting a possible levelling out in the underlying inflow of new orders. There was a fall of 4 per cent

Index numbers for the combined engineering industries (SIC Orders VII, VIII and IX) (a)

Volume index numbers: Orders-on-hand. December 1970 unadjusted = 100 Net new orders and sales, 1970 average monthly sales = 100

	Total			Home			Export		
	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	New net orders	Sales
Trend estimates									
1973 July	118	138	114	123	140	118	108	134	103
August	121	140	114	125	141	119	112	139	103
September	124	141	114	128	140	118	117	142	103
October	128	139	113	131	137	117	122	144	103
November	131	135	112	133	131	116	126	144	103
December	133	130	111	134	124	114	131	143	103
1974 January	135	125	110	135	117	112	135	142	104
February	136	121	109	135	112	111	140	141	105
March	137	117	109	135	109	110	143	139	108
April	138	115	110	134	107	110	146	135	110
May	138	114	112	133	108	111	148	128	113
June	138	112	113	133	109	112	149	120	115
July	137	110	114	132	109	113	148	111	116
August	136	106	114	131	107	113	147	104	117
September	135	103	113	130	104	112	145	100	117
October	133	100	113	128	100	111	142	100	117
November	131	99	112	126	98	111	140	101	117
December	129	98	113	124	96	111	139	103	117
1975 January	127	98	113	123	95	111	137	104	118
February	126	97	114	121	94	112	136	106	118
Percentage change (b) Nov. 1974-Feb. 1975	−4.0	−1.5	1.0	−4.5	−4.0	1.5	−3.0	5.0	1.0
Seasonally adjusted									
1969	101	100	97	102	99	99	100	102	91
1970	100	99	100	100	99	100	100	100	100
1971	93	97	101	95	98	101	89	93	102
1972	99	103	101	103	108	105	90	91	92
1973	133	134	113	134	136	117	130	130	102
1974	129	109	111	124	106	111	139	119	113
1973 3rd quarter	125	142	114	128	143	118	117	139	104
4th quarter	133	135	113	134	132	117	130	143	104
1974 1st quarter	136	117	109	133	109	111	143	139	104
2nd quarter	139	119	111	134	114	110	150	132	113
3rd quarter	135	104	115	131	106	114	143	98	117
4th quarter	129	97	112	124	94	109	139	106	117
1973 October	127	131	114	130	130	119	121	135	102
November	131	147	116	133	142	121	127	157	105
December	133	127	109	134	123	111	130	136	104
1974 January	136	126	104	136	119	107	136	143	99
February	136	115	110	135	107	111	139	133	108
March	136	111	112	133	100	115	143	140	106
April	138	120	110	133	110	108	147	146	114
May	139	115	108	134	111	108	149	125	108
June	139	122	114	134	120	113	150	127	116
July	137	97	116	131	94	116	149	106	115
August	136	105	115	130	107	112	146	101	122
September	135	109	113	131	119	112	143	87	115
October	134	102	113	129	98	111	142	112	116
November	131	95	111	127	93	110	141	101	115
December	129	94	111	124	89	107	139	105	120
1975 January	126	94	114	121	93	112	136	97	117
February	125	106	117	120	103	115	136	113	120
Sept.-Nov. 1974 (av.)	131	102	112	127	103	111	141	100	115
Dec. 1974-Feb. 1975 (av.)	125	98	114	120	95	112	136	105	119
Percentage change (b)	−5.0	−4.5	1.5	−5.5	−8.0	0.5	−3.5	5.0	3.5

(a) All figures are provisional.

(b) For orders on hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period. The percentage changes have been based on the unrounded values and are given to the nearest half percentage point.

in home new orders which was largely offset by an increase of 5 per cent in export new orders. As the inflow by volume of new orders has remained below the level of sales in both home and export markets, total orders-on-hand have continued to decrease in the latest three months (by 4 per cent), with home order books falling slightly faster than those for exports.

The revised figures published in this table are based on the Monthly Engineering Inquiry relating to February 1975. The response rate of 83 per cent to the inquiry for February is judged sufficient to justify publication of provisional indices for this month. Taking into account late returns now received for November, December and January response rates for these months were 90, 89 and 87 per cent respectively.

When using the volume index numbers and trends shown in the accompanying table, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the values of engineering sales and orders to constant prices become more acute. Because of these difficulties the relative accuracy of the volume estimates is likely to have been reduced in recent months and studies are currently in hand to ascertain the possible directions and magnitudes of any biasses, which may lead to revisions in due course.

Business Monitor PM 33-36, Engineering (volume indices of sales and orders) is obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £1.40 per annum. Volume indices are given for sales, orders-on-hand and net new orders for total, home and export markets, for each of the three SIC Orders VII, VIII and IX (mechanical, instrument and electrical engineering respectively).

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(*continued on page 504*)

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 16 May 1975.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Dark Places	BR/E 38099/17/5/80	91	12 May	EMI Film Distributors Ltd.	Glenbeigh Ltd.
Review No. 9 28th Year	BR/E 39001/17/5/80	10	12 May	Data Film Distributors Ltd.	National Coal Board
The Sexplorer	BR/E 39003/17/5/80	85	15 May	Butcher's Film Distributors Ltd.	Meadway Productions Ltd.
Movietone News 2397	BR/E 37827/17/5/80	8	16 May	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Lucky Luciano	EC 38098/17/5/80	94	12 May	EMI Film Distributors Ltd.	Vides Cinematografica di Franco Cristaldi, Rome, and Les Films la Boetie S.A., Paris
Medea	EC 39000/17/5/80	106	12 May	Eagle Films Ltd.	Rosima Anstalt San Marco, Rome, Les Films Number One, Paris and Janus Films und Fenesehen, Frankfurt
French Love	EC 39004/17/5/80	77	15 May	Gemini Films	Pierson Production, Paris and I.C.A.R., Rome
Sexy Lovers	EC 39005/17/5/80	83	15 May	Gemini Films	Maki Films, Paris
			FOREIGN		
Towards a Malaysian Culture	F 39002	15	13 May	Fox-Rank Distributors Ltd.	Filem Negara, Kuala Lumpur
Sidecar Racers	F 39006	97	15 May	Cinema International Corporation (UK)	M.C.A. Films of Australia Pty. Ltd., Sydney

Current account of the United Kingdom balance of payments for April

In April 1975 the current account is estimated to have been in deficit by £169 million. The deficit on trade in goods was £289 million, seasonally adjusted,¶ made up of a deficit of £213 million in trade in oil (that is, petroleum and petroleum products – for details see Table 12) and a deficit of £76 million in trade in non-oil goods. The balance on services and other current transactions is estimated to have been running at a monthly surplus of about £120 million.

In the three months February to April 1975 the current account deficit totalled £337 million compared with £862 million in the previous three months.

£ million seasonally adjusted

	Current balance	Visible balance: Trade in goods			Invisible balance:
		Petroleum and petroleum products	Other goods	Total	Services and other current transactions
1974	−3,828	−3,446	−1,813	−5,259	+1,431
1974 1st quarter	−971	−770	−509	−1,279	+308
2nd quarter	−985	−881	−435	−1,316	+331
3rd quarter	−797	−876	−334	−1,210	+413
4th quarter	−1,075	−919	−535	−1,454	+379
1975 1st quarter¶	−323	−781	+98	−683	+360•
1974 November	−474	−305	−295	−600	+126†
December	−232	−287	−72	−359	+127†
1975 January	−155	−312	+37	−275	+120•
February	−170	−263	−27	−290	+120•
March¶	+2	−206	+88	−118	+120•
April¶	−189	−213	−76	−289	+120•
1974 Nov.-Jan. 1975	−862	−904	−331	−1,235	+373•
1975 Feb.-Apr.¶	−337	−682	−15	−697	+360•

• These figures are projections and are subject to revision as the relevant statistical information becomes available.

† One-third of the appropriate calendar quarter's estimate. Monthly figures of invisibles are not available.

¶ The figures for visible trade in March were distorted by the industrial dispute at the Port of London.

TABLE 1 Visible trade on balance of payments basis

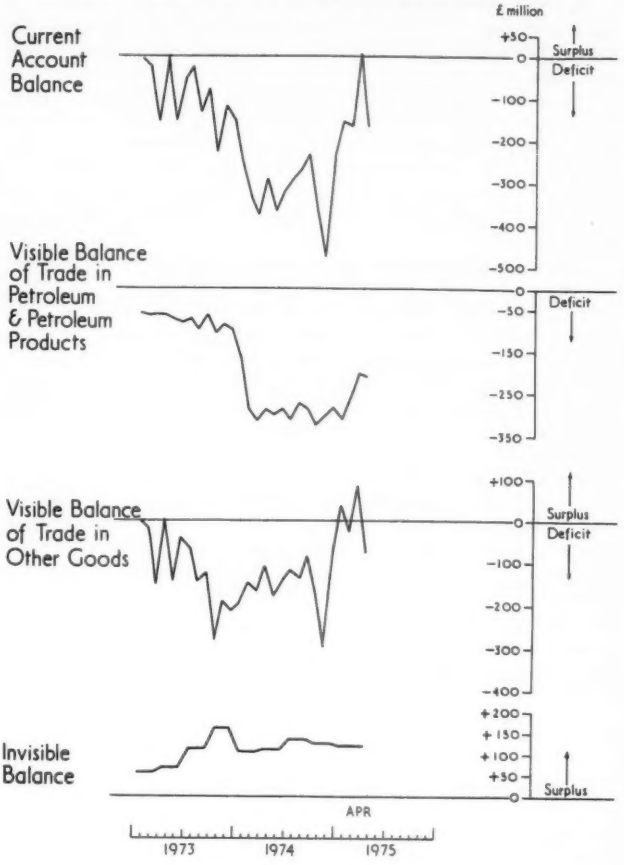
Seasonally adjusted values — £ million

	Exports (fob)	Imports (fob)	Visible balance
1973	11,512	13,813	−2,301
1974	15,589	20,848	−5,259
1973 1st quarter	2,685	3,039	−354
2nd quarter	2,788	3,189	−401
3rd quarter	2,991	3,560	−569
4th quarter	3,048	4,025	−977
1974 1st quarter	3,500	4,779	−1,279
2nd quarter	3,900	5,216	−1,316
3rd quarter	4,161	5,371	−1,210
4th quarter	4,029	5,482	−1,454
1975 1st quarter r	4,559	5,242	−683
1974 November	1,296	1,896	−600
December	1,386	1,745	−359
1975 January	1,562	1,837	−275
February	1,456	1,746	−290
March r	1,540	1,658	−118
April p	1,366	1,655	−289
1974 Nov.-Jan. 1975	4,244	5,479	−1,235
1975 Feb.-Apr. p	4,362	5,059	−697
Percentage change•	+3	−7½	

p Provisional estimates r Revised estimates

• Percentage change: latest three months on previous three months

ANALYSIS OF THE CURRENT ACCOUNT OF THE UNITED KINGDOM BALANCE OF PAYMENTS



United Kingdom Trade

on a balance of payments basis
seasonally adjusted (except Unit Value Index)

Value: £million f.o.b
Indices 1970 = 100

VISIBLE TRADE

(a) Summary (figures on a Balance of Payments basis) (see Tables 1 and 3). In April there was a deficit on visible trade of £289 million, seasonally adjusted; the value of exports was £1,366 million and the value of imports was £1,655 million. The volume of exports fell by 12 per cent between March and April while the volume of imports was little changed; the terms of trade increased by nearly 2 per cent. However, these figures are affected by the industrial dispute at the Port of London during March and the first week of April.

The industrial dispute had the effect of reducing imports more than exports in March and of reducing exports more than imports in April. (See note (f) about the periods to which the export and import and import figures relate.) This explains part of the swing in the non-oil trade balance from the surplus of £88 million in March to a deficit of £76 million in April. Trade in oil is unlikely to have been affected by the industrial dispute; the oil deficit at £213 million in April was little different from that in March.

Taken together, March and April probably encompass much of the distortion caused by the industrial action at the Port of London although it is likely that there will be some further effect on both the export and import figures for May. In March/April the visible trade deficit averaged £204 million a month, somewhat lower than the levels in January and February of this year and well below the levels in the fourth quarter of last year.

TABLE 2 Invisible trade¶

Seasonally adjusted values — £ million

		Credits	Debits	Invisible balance
1973		7,980	6,796	+1,184
1974		9,666	8,235	+1,431
1973	1st quarter	1,743	1,573	+170
	2nd quarter	1,874	1,683	+191
	3rd quarter	2,063	1,724	+339
	4th quarter	2,300	1,816	+484
1974	1st quarter	2,347	2,039	+308
	2nd quarter	2,367	2,036	+331
	3rd quarter	2,414	2,001	+413
	4th quarter	2,538	2,159	+379
1975	January			+120*
	February			+120*
	March			+120*
	April			+120*

¶ See Note 1(g).
* These figures are projections and are subject to revision as the relevant statistical information becomes available.

TABLE 3 Export and import unit value and volume index numbers on a balance of payments basis

Indices 1970 = 100

		Unit values (not seasonally adjusted)			Volume (seasonally adjusted)	
		Exports	Imports	Terms of trade†	Exports	Imports
1973		126.0	139.7	90.2	119.2	131.4
1974		162.7	217.6	74.8	127.6	133.0
1973	1st quarter	119.3	123.4	96.7	117.7	128.8
	2nd quarter	123.8	133.1	93.0	118.6	127.1
	3rd quarter	129.1	146.7	88.0	121.0	132.3
	4th quarter	136.1	162.0	84.0	119.7	137.3
1974	1st quarter	147.2	195.5	75.3	126.8	134.3
	2nd quarter	159.9	218.8	73.1	129.4	133.6
	3rd quarter	168.1	224.4	74.9	131.8	133.3
	4th quarter	175.8	231.3	76.0	122.4	130.9
1975	1st quarter	184.9	237.1	78.0	131.3	123.7
1974	November	175.8	230.3	76.3	119.2	136.2
	December	179.0	235.4	76.1	123.0	123.2
1975	January	182.2	235.9	77.2	136.4	127.5
	February	185.1	236.3	78.3	126.6	123.9
	March	187.4	239.0	78.4	131.0	119.7
	April p	191.0	239.4	79.8	114.9	119.2
1974	Nov.-Jan. 1975	179.0	233.9	76.5	126.2	129.0
1975	Feb.-Apr. p	187.8	238.2	78.8	124.2	120.9
	Percentage change	+5	+2	+3	−1½	−6½

† Export Unit Value Index as a percentage of the Import Unit Value Index.
p Provisional estimates

In the three months ended April, the deficit on visible trade was £697 million compared with £1,235 million in the previous three months. Between these periods the deficit on trade in oil was reduced from £904 million to £682 million and the deficit on non-oil trade from £331 million to £15 million.

Exports were valued at £4,362 million in the three months February/April, 3 per cent higher than in the previous three months, whereas the value of imports was £5,059 million, 7½ per cent lower. The terms of trade rose by 3 per cent between these periods resulting from a 5 per cent rise in the export unit value index and a 2 per cent rise in the import unit value index. The volume of both exports and imports fell, by 1½ per cent and 6½ per cent, respectively, partly because of the impact of the industrial dispute.

(b) Exports (Overseas Trade Statistics basis)

i Area analysis (see Table 4). Just over half of the increase in the value of exports between the three months ended January and the three months ended April was accounted for by a sharp rise of 27 per cent in shipments to the oil exporting countries. Shipments to other developing countries in aggregate rose by 6 per cent between the same periods. In contrast exports to the developed countries in aggregate fell slightly, reflecting partly the depressed conditions in some of these markets. Within this broad grouping exports to North America fell by 5½ per cent and there was also a fall, of 9½ per cent, in exports to the other developed countries taken together (ie Australia, New Zealand, South Africa and Japan). However, shipments to the EEC were 4 per cent higher while the value of goods despatched to the Rest of Western Europe remained at the same level. The value of shipments to the centrally planned economies increased by 6 per cent.

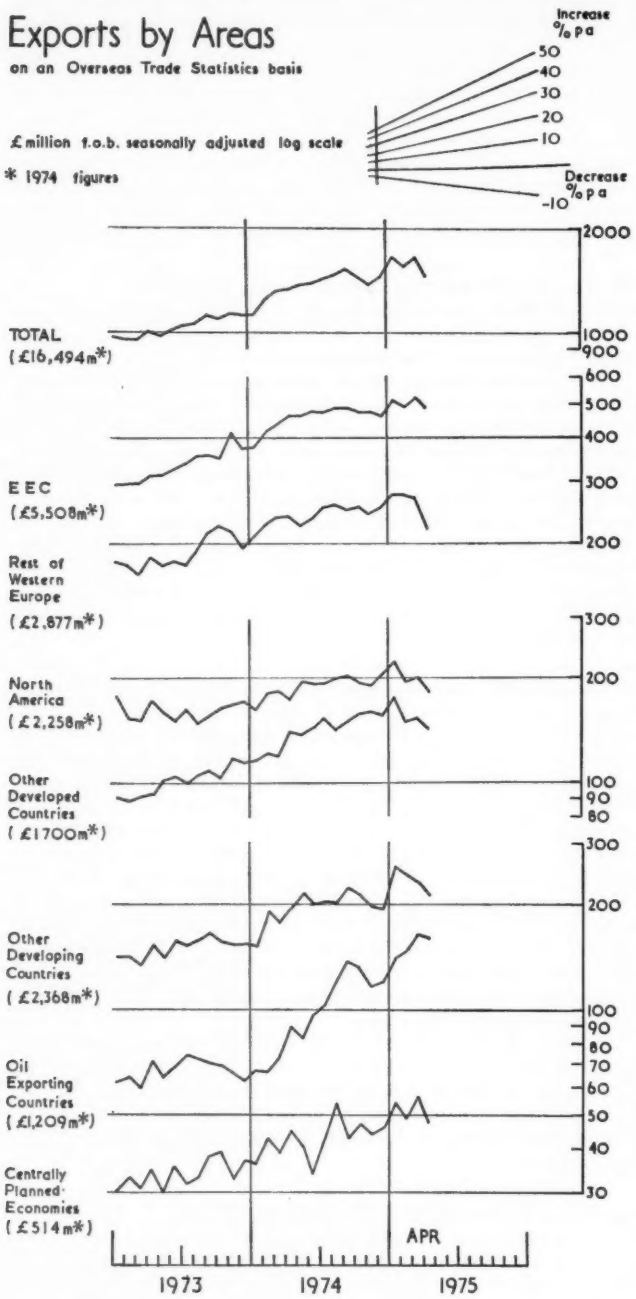
ii Commodity analysis (see Tables 5, 6 and 7). In the three months February-April exports of manufactures were 3 per cent higher by value than in the preceding three months, a slight fall in volume being more than offset by higher prices. Within this broad category the value of exports of machinery rose by 9 per cent and the volume by 2½ per cent. The value of shipments of road motor vehicles and other transport equipment rose by 7½ per cent, largely resulting from higher prices. Exports of chemicals and textiles both fell in value, reflecting a recession in world demand for these products. The value of chemicals exported was 7½ per cent lower, with a sharp fall of 10 per cent in volume, whilst the value of shipments of textiles fell by 4 per cent, reflecting a 3 per cent lower volume of goods despatched and little change in price. The value of exports of metals and miscellaneous metal manufactures fell by 1½ per cent with volume 3½ per cent down.

Among non-manufactured goods, the value of which rose by 13 per cent, there was a strong rise of 27 per cent by value (16 per cent by volume) in exports of food, beverages and tobacco, which have been erratic in recent months. In contrast there was a fall of 1 per sent in the value of exports of fuels with the volume of shipments 3½ per cent lower.

(c) Imports (Overseas Trade Statistics basis)

i Commodity analysis (see Tables 8, 10 and 11). In the three months ended April the fall in the volume of imports, compared with the previous three months, was widespread among the major commodity groups. Imports of fuels fell 19 per cent in volume terms reflecting destocking and lower demand: fuel prices were little changed. Although the volume of imports of food, beverages and tobacco recovered in April, their value fell by 10 per cent in the three months February to April compared with the three months November to January, a fall in volume being partly offset by an increase in prices. A fall in the volume of imports of industrial materials accounted for the 11 per cent fall in their value. Within this group, the value of imports of basic materials decreased by 14 per cent, chemicals by 19 per cent and other semi-manufactures by 6 per cent with volume falls being the major factor. In contrast imports of finished manufactures rose by 3 per cent, a 3 per cent fall in volume being more than offset by higher prices. The most notable feature of this group was a rise of 17 per cent in the value of imports of road motor vehicles and a 7 per cent rise in arrivals of other transport equipment. Taken together the volume of these imports recorded a 5½ per cent rise. Imports of machinery increased by 1½ per cent in value terms, a rise in price partly offsetting a fall in volume, while imports of other finished manufactures rose by 2 per cent in value.

ii Area analysis (see Table 9). Among our major sources of imports, the value of arrivals from the EEC was little changed between the three months ended April and the previous three months. In contrast, imports from most other areas fell markedly. Those from the Rest of Western Europe were reduced by 12 per cent, from North America 7 per cent and from the other developed countries by 10 per cent. Among the developing countries, imports from the oil exporting countries were 19 per cent lower (reflecting lower oil imports) and imports from other developing countries fell by 7 per cent. Imports from the centrally planned economies showed a modest rise of 2 per cent.



INVISIBLE TRADE (see Table 2)

The balance on services and other current transactions is estimated to have been running at a monthly surplus of about £120 million with monthly credits and debits of the order of £850 million and £750 million, respectively.

NOTES

1(a) Trade figures on a Balance of Payments basis. The seasonally adjusted import and export figures on a Balance of Payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in Table 13 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special Exim Bank credit (the values involved are now small). All these adjustments are described in greater detail in the annual '*Pink Book*' *United Kingdom Balance of Payments 1963-73* (Table 6 and pp. 62-66) and in an article in the issue of *Trade and Industry* dated 4 November 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

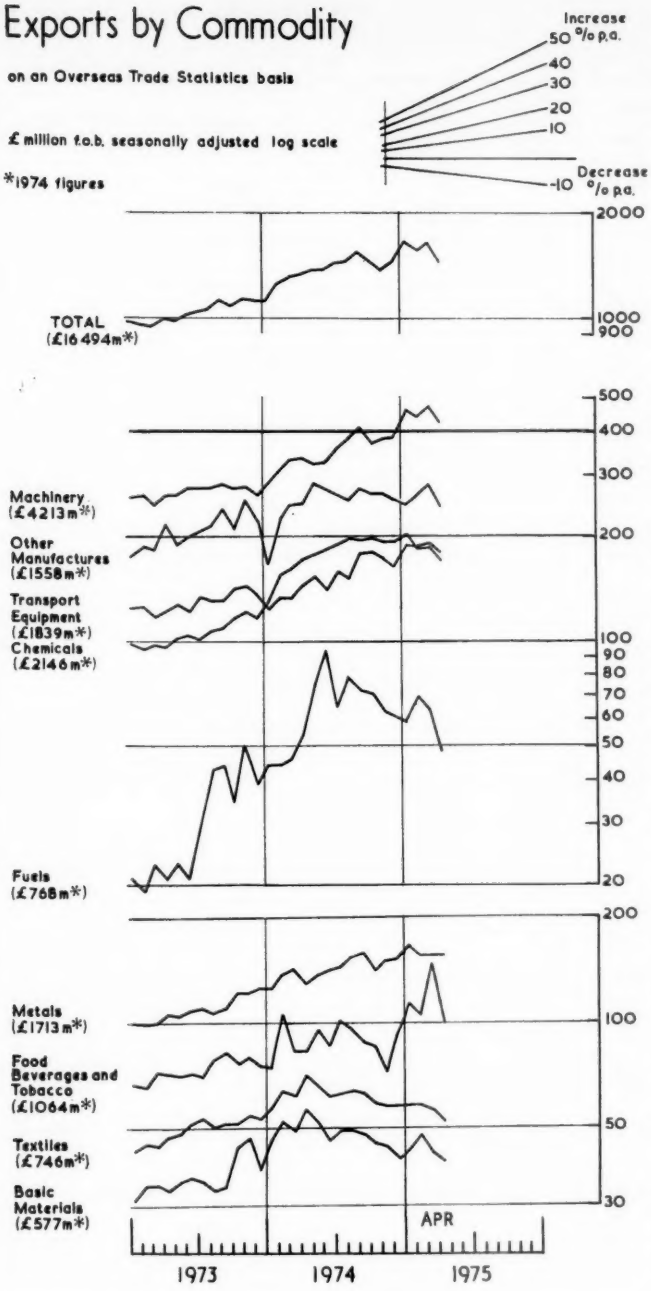
1(b) The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports (Table 1) and the monthly figures of trade in petroleum and petroleum products (Table 12). They are not estimated for the area and other commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 4 to 11 are available only on the Overseas Trade Statistics basis. Whereas comment on total trade and trade in petroleum and petroleum products relates to figures for exports and imports on a balance of payments basis, analyses of the area and other commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 4 to 11. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained

TABLE 4 Exports: areas¶ Overseas trade statistics basis Seasonally adjusted values £ million fob

	Total	Developed countries				Developing countries		Centrally planned economies
		EEC	Rest of W Europe	North America	Other	Oil exporting countries	Other	
1974	16,494	5,508	2,877	2,258	1,700	1,209	2,368	514
1974 2nd quarter	4,096	1,404	699	559	422	270	610	119
3rd quarter	4,427	1,454	758	592	446	364	629	139
4th quarter	4,284	1,413	745	584	475	369	606	137
1975 1st quarter r	4,840	1,521	823	617	479	459	735	158
1975 February	1,556	489	278	194	150	149	242	48
March r	1,640	524	269	202	153	169	236	56
April p	1,466	492	221	182	143	162	214	48
1974 November-January 1975	4,480	1,445	769	613	492	378	652	144
1975 February-April p	4,662	1,505	768	578	446	480	691	152
Percentage change	+4	+4	—	−5½	−9½	+27	+6	+6

¶ See Note 1(b) r Revised estimates p Provisional estimates



as described in Note 1(a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.

1(d) Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. Apart from occasions when major disturbances distort the flows of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1(e) Recording of exports. The present system for the documentation of exports aimed at securing their full recording was introduced in October 1971; the system, and the methods used to monitor the accuracy of the resulting figures, were described in an article in *Trade and Industry*, 15 February 1973.

Regular assessments of the quality of recording had indicated that, since the beginning of 1972, there had been no need to make adjustments to the export figures for a shortfall in documentation. As the above article indicated, some errors in recording remained, whereby either the need to submit a document was overlooked or, on the other hand, two documents might be submitted for the same goods. The effect of these errors had been substantially reduced under the present system so that the small elements of under- and over-recording more or less balanced out, leaving the total recorded figure of exports in each month virtually correct.

Since the autumn of 1973, however, there has been evidence of a slight deterioration causing a small net amount of under-recording. The sums involved have been very small, amounting to only about half of one per cent, that is around £6 million or £7 million a month by mid-1974. Because the monitoring of the export documentation in any month takes some time to carry out, the available evidence extends only to about the middle of the year. It has been provisionally assumed that an adjustment of the same amount is warranted for more recent months, and it will be continued until the evidence suggests otherwise. Meanwhile, HM Customs and Excise are taking further action to improve the lodgment of documents.

In view of the evidence at hand, an adjustment of £6 million to £7 million has now been made for each month from October 1973, with smaller notional sums in July to September 1973. The adjustment (which is included in the coverage adjustments described at Note 1(a)) amounted to £89 million in the 12-monthly period ended April 1975.

TABLE 5 Exports: Commodity classes¶ Overseas trade statistics basis

Seasonally adjusted values

£ million fob

					Manufactures									
						Machinery and transport equipment								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment*	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1974	16,494	1,064	577	768	13,685	6,052	4,213	1,305	535	2,146	1,713	746	3,027	410
1974 2nd quarter	4,096	264	154	223	3,364	1,441	990	311	128	531	409	198	808	110
3rd quarter	4,427	286	146	217	3,649	1,648	1,149	341	148	584	455	190	791	100
4th quarter	4,284	252	130	194	3,639	1,655	1,146	371	146	583	443	175	789	111
1975 1st quarter r	4,840	373	135	191	4,018	1,925	1,376	415	149	571	472	173	789	118
1975 February r	1,556	108	49	69	1,305	628	441	139	50	184	154	58	263	32
March r	1,640	149	42	63	1,349	640	474	138	52	186	153	56	280	46
April p	1,466	100	40	48	1,245	614	428	123	57	170	153	52	244	40
1974 Nov.-Jan. 1975	4,480	282	129	182	3,781	1,763	1,233	385	136	585	467	174	769	113
1975 Feb.-April p	4,662	358	131	181	3,899	1,883	1,343	400	159	540	461	166	787	118
Percentage change	+4	+27	+2	−1	+3	+7	+9	+4	+17	−7½	−1½	−4	+2½	+3½

¶ See Note 1(b) r Revised estimates p Provisional estimates * Not seasonally adjusted

TABLE 6 Exports: Volume indices
Overseas trade statistics basis

Seasonally adjusted — Indices 1970 = 100

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures: Total	Machinery and transport equipment: Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
Weights	1,000	64	34	26	844	410	276	134	97	119	49	169
1974	132.9	142	115	101	135	125	127	120	169	116	125	154
1974 2nd quarter	133.4	140	120	112	136	123	124	117	168	113	136	167
3rd quarter	138.7	150	106	113	139	134	135	131	173	113	120	158
4th quarter	127.7	125	98	101	132	126	127	124	163	112	104	151
1975 1st quarter	138.0	171	103	95	137	136	142	130	157	116	102	146
1975 February	133.5	157	108	98	137	135	138	131	153	113	103	146
March	138.0	187	98	100	137	133	143	127	150	114	100	151
April p	121.4	136	95	72	125	127	129	120	136	107	95	131
1974 November-January 1975	131.5	138	98	94	133	130	133	124	162	116	102	146
1975 February-April p	131.0	160	100	90	133	132	137	126	146	112	99	142
Percentage change	−½	+16	+1½	−3½	−½	+1½	+2½	+1½	−10	−3½	−3	−2½

p Provisional estimates

TABLE 7 Exports: Unit value indices
Overseas trade statistics basis

Not seasonally adjusted — Indices 1970 = 100

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures: Total	Machinery and transport equipment: Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
1974	160.7	148	181	381	155	153	155	149	169	164	159	146
1974 2nd quarter	159.1	148	189	392	153	149	151	146	168	164	158	143
3rd quarter	167.4	154	197	385	162	158	162	150	179	177	166	150
4th quarter	174.9	157	193	395	170	168	172	160	191	179	175	157
1975 1st quarter	184.1	166	192	416	179	179	182	172	200	184	178	163
1975 February	184.4	166	192	418	179	180	183	172	199	185	178	162
March	186.5	171	193	411	181	182	184	177	204	185	177	165
April p	190.3	172	197	421	185	186	189	179	211	188	177	170
1974 November-January 1975	178.2	159	192	407	173	172	176	163	194	181	178	159
1975 February-April p	187.1	170	194	417	182	182	185	176	205	186	177	166
Percentage change	+5	+7	+1½	+2½	+5	+6½	+5½	+8	+5	+2½	—	+4½

p Provisional estimates

TABLE 8 Imports: Commodity classes¶
Overseas trade statistics basis

Seasonally adjusted values — £ million cif

	Total	Food, beverages and tobacco	Fuels	Industrial materials: Total	Basic materials	Chemicals	Other semi-manufactures	Finished manufactures: Total	Machinery and transport equipment: Total	Machinery	Road motor vehicles	Other transport equipment*	Other	Miscellaneous
1974	23,117	3,779	4,627	8,953	2,580	1,584	4,789	5,555	3,902	2,969	645	287	1,653	203
1974 2nd quarter	5,857	928	1,202	2,280	659	392	1,228	1,406	979	743	149	85	427	56
3rd quarter	5,926	988	1,184	2,310	673	445	1,192	1,381	980	723	181	66	401	50
4th quarter	5,985	1,005	1,207	2,266	635	412	1,219	1,443	1,030	772	170	87	414	55
1975 1st quarter r	5,824	1,041	1,057	2,131	594	350	1,187	1,530	1,089	805	185	96	440	80
1975 February	1,953	344	360	691	189	114	387	524	376	266	66	39	148	30
March r	1,803	302	288	685	183	103	398	484	342	266	61	27	141	28
April p	1,818	330	287	631	176	104	351	527	377	276	75	33	150	32
1974 Nov.-Jan. 1975	6,013	1,088	1,175	2,245	640	398	1,207	1,492	1,061	794	172	93	431	59
1975 February-April p	5,574	977	935	2,006	548	321	1,137	1,535	1,095	807	202	100	439	89
Percentage change	−7½	−10	−20	−11	−14	−19	−6	+3	+3	+1½	+17	+7	+2	+51

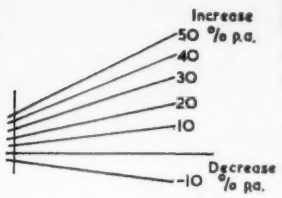
¶ See Note 1(b). r Revised estimates. p Provisional estimates. * Not seasonally adjusted.

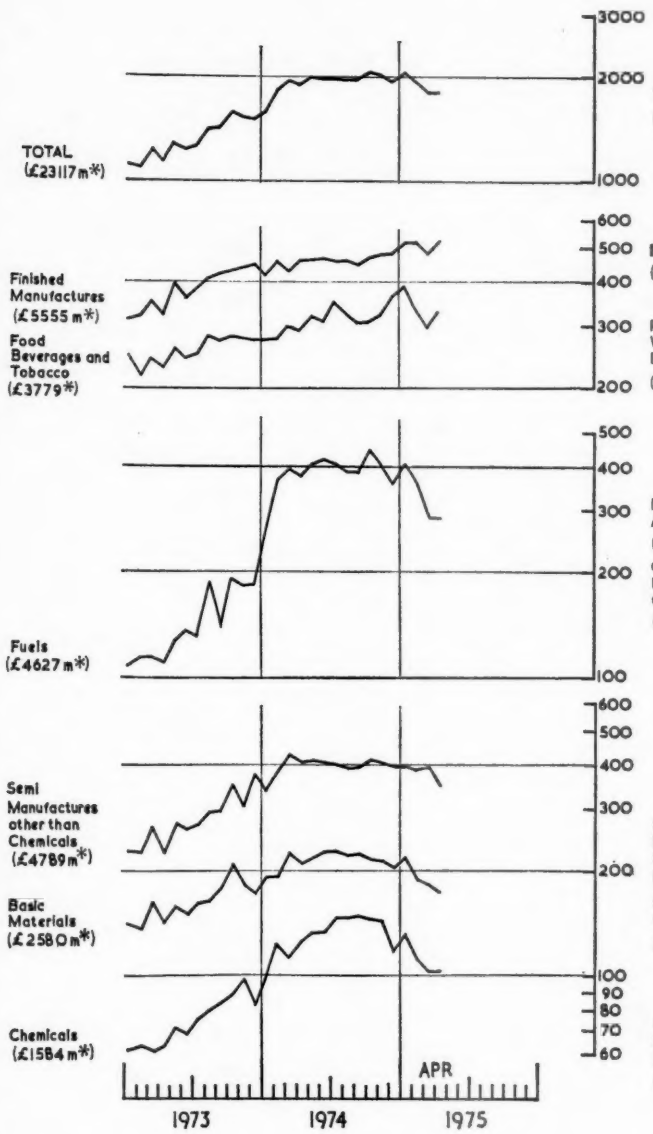
Imports by Commodity

on an Overseas Trade Statistics basis

£ million c.i.f. seasonally adjusted log scale

*1974 figures





Imports by Areas

on an Overseas Trade Statistics basis

£ million c.i.f. seasonally adjusted logscale

*1974 figures

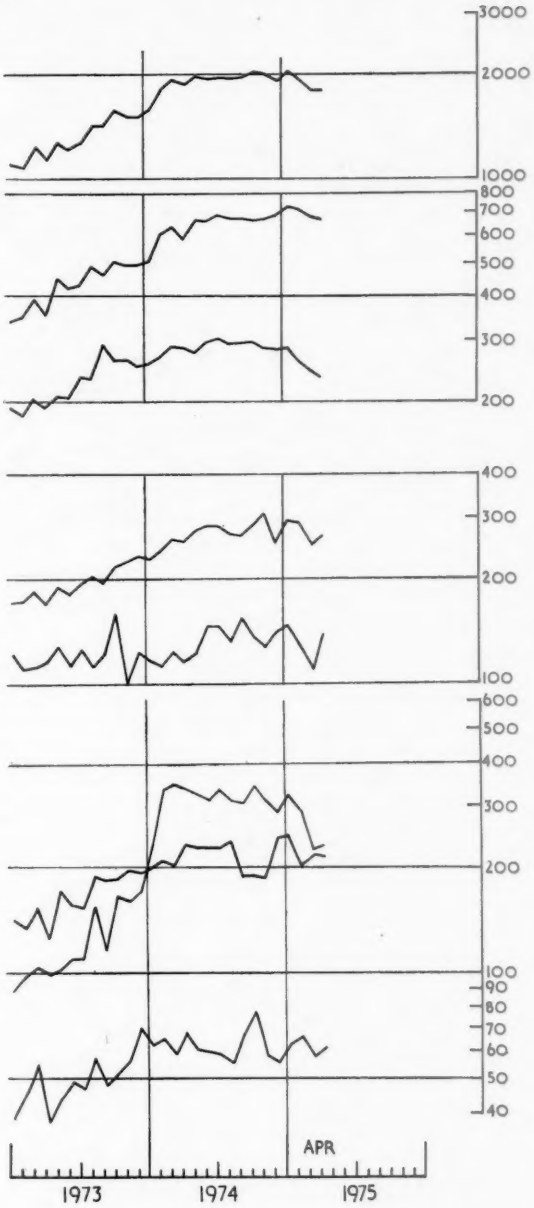


TABLE 9 Imports: Areas¶ Overseas trade statistics basis

Seasonally adjusted values

£ million cif

	Total	Developed countries				Developing countries		Centrally planned economies
		EEC	Rest of W. Europe	North America	Other	Oil exporting countries	Other	
1974	23,117	7,722	3,416	3,237	1,594	3,785	2,591	748
1974 2nd quarter	5,857	1,915	857	825	390	975	695	189
3rd quarter	5,926	2,037	888	824	437	956	658	181
4th quarter	5,985	2,020	861	854	409	940	624	191
1975 1st quarter r	5,824	2,130	793	838	390	837	670	183
1975 February	1,953	715	261	290	130	292	201	66
March r	1,803	686	249	251	111	225	219	53
April p	1,818	670	238	263	138	230	215	61
1974 November-January 1975	6,013	2,085	848	864	421	918	682	177
1975 February-April p	5,574	2,071	748	805	379	746	635	180
Percentage change	−7½	−½	−12	−7	−10	−19	−7	+2

¶ See Note 1(b). r Revised estimates. p Provisional estimates.

1(f) Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

1(g) Invisible trade. (services and other current transactions) covers the following items: Government services and transfer payments; all other services including sea and air transport, travel, and insurance, banking and other financial transactions; overseas income in the form of interest, profits and dividends; and private transfers. The monthly figures are inevitably less precise than those for visible trade for several reasons: the data are not available on a monthly basis (some are reported quarterly, others less frequently) and the figures are, therefore, essentially projections based on past trends though subject to modification for new factors (eg. interest payments on the $2,500 million loan to HM Government) which affect the trend; revisions, affecting particularly gross credits and debits, but often the balance as well, are more frequent; and the gross figures themselves include a number of items which are appropriately recorded as the net profit or surplus arising on the transactions.

1(h) Trade in petroleum and petroleum products. Trade in petroleum and petroleum products (Table 12) accounts for almost all the trade in Fuels, Section 3 of SITC(R) which is included in Tables 5 and 8. Import figures are shown for crude oil and for the rest of the division which includes petroleum partly refined for further refining and petroleum products (eg motor spirit, lamp oil and white spirit, distillate fuels, residual fuel oils, lubricating oils and greases. etc.).

The figures of value and tonnage of crude oil imports in Table 12 are based on reports to HM Customs and Excise and have been seasonally adjusted with the same seasonal and length of month factors as have been used for the Fuels totals in Tables 5 and 8. These figures cannot be directly compared with the monthly import tonnages originating from the Department of Energy which are published in the *Monthly Digest of Statistics* and the *Digest of Energy Statistics*, as the latter are based on reports received directly from the oil industry and are unadjusted. Over longer periods the differences between the two sources are largely resolved.

The average value of crude oil per ton has been obtained by dividing the value of crude oil imports by the tonnage and will reflect not only changes in price but also changes in the commodity mix of imports due, for example, to differing qualities of crude oil.

1(i) Unit value and volume indices. A brief description of the way in which the index numbers on a Balance of Payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade amd Industry* of 26 May 1971. An article was published in *Trade and Industry* on 11 October 1973 introducing the series of import and export unit value and volume indices with 1970 = 100. The purpose of the index numbers is to

TABLE 10 Imports: Volume indices
Overseas trade statistics basis

Seasonally adjusted values — Indices 1970 = 100

				Industrial materials				Finished manufactures				
									Machinery and transport equipment			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road motor vehicles and other transport equipment	Other
Weights	1,000	227	105	427	151	60	216	229	166	133	33	63
1974	133.4	99	106	129	93	151	147	189	188	188	192	191
1974 2nd quarter	135.5	100	107	130	95	154	148	196	194	191	201	203
3rd quarter	134.0	102	105	128	91	162	144	187	188	182	197	185
4th quarter	130.3	97	105	125	89	143	145	183	187	183	200	172
1975 1st quarter	124.0	94	91	117	85	119	139	181	183	178	206	177
1975 February	125.3	97	93	115	83	118	136	185	188	176	225	177
March	116.4	78	76	113	79	103	139	169	168	170	191	172
April p	117.4	91	77	104	76	106	124	182	183	171	235	180
1974 Nov.-Jan. 1975	128.9	101	101	123	90	137	143	185	188	185	206	176
1975 February-April p	119.7	89	82	111	79	109	133	179	180	172	217	177
Percentage change	−7	−12	−19	−10	−12	−21	−7½	−3	−4½	−7	+5½	+½

p Provisional estimates.

TABLE 11 Imports: Unit value indices
Overseas trade statistics basis

Not seasonally adjusted — Indices 1970 = 100

				Industrial materials				Finished manufactures				
									Machinery and transport equipment			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road motor vehicles and other transport equipment	Other
1974	210.3	193	468	190	208	207	172	152	147	143	163	164
1974 2nd quarter	211.3	191	485	190	207	201	174	151	146	142	163	163
3rd quarter	216.2	193	482	197	218	217	177	158	152	148	168	173
4th quarter	222.3	202	494	199	219	230	177	166	159	155	174	185
1975 1st quarter	230.1	218	509	200	217	240	177	174	168	164	183	191
1975 February	229.5	213	509	200	217	241	177	176	169	166	185	192
March	231.8	226	504	200	216	241	177	177	171	167	184	193
April p	231.9	223	501	199	214	240	176	183	177	175	185	199
1974 Nov.-Jan. 1975	225.5	208	502	200	219	234	176	169	162	158	177	188
1975 February-April p	231.1	221	505	200	216	241	177	179	172	169	185	195
Percentage change	+2½	+6	+½	—	−1½	+2½	—	+6	+6½	+7½	+4	+4

p Provisional estimates.

measure the changes in price and volume of our imports and exports. Index numbers can be constructed in various ways, and the series used here are of the fixed base type. Thus, the unit value indices measure changes in 'price' of a fixed selection of trade headings (although in practice it is not specific prices which are measured but the average price of all the varying transactions taking place each month in the selected headings, reflecting different kinds of goods covered by each heading and different markets or sources of supply). Correspondingly, the volume indices measure, for the same selection of trade headings, what the change in the volume of trade would be assuming no changes in the prices charged from those in the base year. Because the indices are base weighted, they do not take account of the changes in the pattern of trade since the base year, and consequently their product does not precisely account for the change in the value of trade expressed as an index. In practice, though, since the composition of trade changes little between consecutive months, the product of the changes in the indices will often approximate to the change in the value of trade between one month and the next. A full methodological article about the 1970-based series of indices was published in the April issue of *Economic Trends*.

1(j) Definition of areas. The areas used in Tables 4 and 9 of this article are defined in *Trade and Industry*, 20 February 1975.

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757 ext. 368 or Telex No. 886143).

2. Overseas Trade Statistics

Detailed particulars of United Kingdom imports and exports with cumulative totals will be published on 28 May* and further analysis of the figures will be found in Tables 122 to 139 in the Monthly Digest for June†, due to be published in the second week of July.

* *Overseas Trade Statistics of the United Kingdom*, published by HMSO, price £2.50 (Annual Subscription £33.60).

† *Monthly Digest of Statistics*, published by HMSO, price 63p (Annual subscription including supplement of Definitions and postage, £8.60).

TABLE 12 Trade in petroleum and petroleum products¶ On a balance of payments basis (Division 33 of SITC(R))

Seasonally adjusted

	Balance of visible trade	Imports					Exports
		Total	Crude oil			Rest of Division 33	Total
	£ million fob	£ million fob	£ million fob	Million tons	Average value per ton £ fob	£ million fob	£ million fob
1973	−941	1,281	941	111.5	8.4	340	340
1974	−3,446	4,142	3,365	109.4	30.8	777	696
1973 1st quarter	−188	244	171	24.6	7.0	73	56
2nd quarter	−220	278	205	27.9	7.4	73	58
3rd quarter	−237	347	242	30.4	8.0	105	110
4th quarter	−296	413	324	28.6	11.3	89	117
1974 1st quarter	−770	899	732	29.0	25.2	167	129
2nd quarter	−881	1,087	898	28.0	32.2	189	206
3rd quarter	−876	1,069	861	26.1	33.2	209	193
4th quarter	−919	1,087	874	26.3	33.4	213	168
1975 1st quarter	−781	939	748	21.9	34.1	191	158
1975 February	−263	320	263	7.7	34.1	57	57
March	−206	257	201	6.0	33.6	56	51
April p	−213	254	205	6.1	33.4	49	41
1974 November-January 1975	−904	1,060	842	25.0	33.9	218	156
1975 February-April p	−682	831	669	19.8	33.7	162	149
Percentage change		−22	−21	−21	−½	−26	−4½

¶ See Note 1(h). p Provisional estimates.

TABLE 13 Derivation of the balance of payments

£ million

	EXPORTS				IMPORTS				
	Recorded	Seasonally adjusted*			Recorded	Seasonally adjusted*			
	Overseas Trade statistics basis (fob)	Overseas Trade statistics basis (fob)	Coverage adjustments	Balance of payments basis (fob)	Overseas Trade statistics basis (cif)	Overseas Trade statistics basis (cif)	Adjustments to BOP basis: Freight etc.	Adjustments to BOP basis: Coverage adjustments	Balance of payments basis (fob)
1973	12,454.3	12,454	−942	11,512	15,839.8	15,840	−1,385	−642	13,813
1974	16,494.3	16,494	−905	15,589	23,116.7	23,117	−1,635	−634	20,848
1973 1st quarter	2,827.7	2,875	−190	2,685	3,568.9	3,442	−310	− 93	3,039
2nd quarter	3,074.7	2,996	−207	2,788	3,722.5	3,668	−331	−148	3,189
3rd quarter	3,056.1	3,234	−243	2,991	3,939.6	4,129	−355	−213	3,560
4th quarter	3,496.5	3,350	−302	3,048	4,623.4	4,601	−388	−188	4,025
1974 1st quarter	3,583.4	3,687	−187	3,500	5,332.1	5,349	−422	−148	4,779
2nd quarter	4,199.4	4,096	−196	3,900	5,994.9	5,857	−419	−223	5,216
3rd quarter	4,215.7	4,427	−266	4,161	5,762.1	5,926	−397	−157	5,371
4th quarter	4,495.8	4,284	−255	4,029	6,027.7	5,985	−398	−105	5,482
1975 1st quarter p	4,559.1	4,840	−282	4,559	5,807.3	5,824	−423	−159	5,242
1974 November	1,443.9	1,383	−87	1,296	2,009.4	2,016	−132	+12	1,896
December	1,449.5	1,453	−67	1,386	1,901.8	1,929	−130	−54	1,745
1975 January	1,568.0	1,644	−82	1,562	2,188.0	2,067	−156	−74	1,837
February	1,475.7	1,556	−100	1,456	1,871.2	1,953	−141	−66	1,746
March r	1,517.5	1,640	−100	1,540	1,748.5	1,803	−126	−19	1,658
April p	1,584.7	1,466	−100	1,366	2,038.8	1,818	−133	−30	1,655
Nov.-Jan. 1975	4,461.4	4,480	−236	4,244	6,099.2	6,013	−418	−116	5,479
Feb.-April p	4,577.9	4,662	−300	4,362	5,658.5	5,574	−400	−115	5,059
Percentage change	+2½	+4		+3	−7	−7½			−7½

* Components and totals are rounded independently.
p = provisional estimates.
r = revised estimates.

Footwear industry: orders, deliveries and stocks

In the three months ended January 1975 deliveries were estimated to be 5 per cent higher on a seasonally adjusted pairage basis, than in the three months ended October 1974. Net new orders were 12 per cent lower than in the previous three months, while at the end of January orders on hand were 14 per cent down on the October 1974 level. The index of production in the three months ended January 1975 was 3 per cent higher than in the three months ended October 1974.

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumer expenditure, prices and employment is published in the Business Monitor Production series under the reference PQ 450.

The table below is compiled from the results of the monthly and quarterly inquiries which started at the beginning of 1971 and the KS inquiry which they superseded. Linkage factors spanning the fourth quarter 1970 and the first quarter 1971 have been calculated from matching samples of firms contributing to both the old and new inquiries and the KS results adjusted to provide a single, broadly comparable series. Since the linking factors cover only two quarters, however, the amendment back data for 1966-70 should be interpreted with caution.

The index of production is calculated from the value of total sales and work done by firms classified to the footwear industry (Minimum List Heading 450 of the standard industrial classification). The movements shown by the index numbers will frequently differ from those shown by the absolute figures of pairage and value which relate to complete footwear only sold by manufacturers classified to MLH 450 and to other industries (eg rubber) in the SIC.

Index of production: Orders on hand, net new orders, deliveries and stocks of complete footwear

Monthly averages or monthly totals

	Index of production 1970 = 100	Orders on hand (end period)			Net new orders			Deliveries			Stocks (end period)
		Million pairs		£ million	Million pairs		£ million	Million pairs		£ million	Million pairs
1966		33.6			..			16.4			
1967		37.8			16.5			16.1			
1968	113	41.6			17.3			17.0			
1969	108	34.6			15.9			16.5			
1970	100	38.9			16.6			16.2			
1971	108	32.5		55.7	15.7			16.2		23.8	19.4
1972	104	29.5		59.6	15.2		24.8	15.4		24.5	18.5
1973	108	46.2		85.2	17.1		30.5	15.7		28.4	16.5
1974 p	107	46.9		80.4	15.0		31.3	14.9		31.6	18.0
	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual
1973 1st quarter	105	36.2	34.9	62.4	18.1	15.4	29.6	15.9	15.5	28.7	18.7
2nd quarter	108	45.8	41.8	86.5	18.0	18.1	34.0	14.9	15.8	25.9	20.6
3rd quarter	110	40.6	50.7	73.9	13.7	18.2	25.0	15.5	15.2	29.2	16.3
4th quarter	111	46.2	51.2	85.2	18.4	16.5	33.6	16.5	16.3	29.8	16.5
1974 1st quarter	101	52.2	51.8	89.0	15.9	14.0	30.7	13.9	13.8	29.4	13.6
2nd quarter	112	51.9	47.7	95.1	14.3	14.0	32.1	14.4	15.3	30.0	19.4
3rd quarter p	113	42.3	51.2	74.2	12.5	16.4	27.1	15.7	15.2	34.1	16.4
4th quarter p	106	46.9	51.6	80.4	17.2	15.8	35.1	15.7	15.6	33.0	18.0
1973 April	110	41.0	36.6	75.2	19.5	17.2	38.8	14.8	15.4	25.9	
May	106	45.4	37.7	86.7	20.1	17.3	38.6	15.6	16.2	27.0	
June	107	45.8	41.8	86.5	14.5	19.7	24.6	14.1	15.7	24.9	
July	110	42.7	44.1	76.6	11.9	17.7	17.4	15.0	15.5	27.3	
August	113	41.3	46.8	75.2	14.0	18.2	27.9	15.4	15.5	29.3	
September	109	40.6	50.7	73.9	15.4	18.6	29.7	16.1	14.7	31.0	
October	109	45.6	54.7	81.3	24.4	19.8	42.7	19.4	15.8	35.4	
November	114	49.1	55.3	92.5	21.5	17.3	43.2	17.9	16.7	32.0	
December	109	46.2	51.2	85.2	9.2	12.3	14.7	12.1	16.4	22.0	
1974 January	98	46.5	50.6	86.4	12.8	12.0	27.1	12.5	12.6	25.9	
February	98	50.8	53.4	88.0	17.4	16.1	29.3	13.1	13.3	27.6	
March	108	52.2	51.8	89.0	17.6	13.8	35.7	16.1	15.4	34.7	
April	114	55.2	51.8	92.4	18.4	15.4	35.0	15.5	15.4	31.6	
May	106	55.9	49.9	101.3	15.3	13.2	38.9	14.6	15.1	30.1	
June	116	51.9	47.7	95.1	9.3	13.3	22.3	13.2	15.5	28.5	
July p	119	48.5	49.9	82.6	12.5	17.9	22.4	15.9	15.7	34.9	
August p	113	43.7	48.1	75.4	10.2	13.9	24.4	14.9	15.7	31.6	
September p	105	42.3	51.2	74.2	14.9	17.4	34.6	16.3	14.3	35.8	
October p	101	41.7	50.7	78.6	17.5	14.3	42.7	18.2	14.9	38.3	
November p	110	49.8	55.5	89.9	24.8	21.2	45.5	16.7	16.3	34.2	
December p	107	46.9	51.6	80.4	9.2	11.8	17.0	12.1	15.7	26.5	
1975 January p	113	39.6	43.7	70.6	7.6	7.1	26.5	14.9	15.0	36.4	

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Sales in the carpet industry in March 1975

The daily rate of manufacturers' sales by value in March at current prices was provisionally estimated to have been 15 per cent more than in March 1974; assuming 19 working days in March 1975 and 21 working days in March 1974. In the three months ended March 1975, the daily rate of manufacturers' sales was provisionally estimated to have been 15 per cent more than in the corresponding period 12 months ago, assuming 61 working days in the three months ended March 1975 and 63 working days in the three months ended March 1974. The index numbers, which are of manufacturers' sales by value, have been adjusted for the length of the working month, but not for non-statutory holidays or other seasonal factors. The Wholesale Price Index of carpets is shown as a guide to the movement in prices.

1970 = 100

		Index of manufacturers' sales at current prices	Wholesale price index
1969		93	96.6
1970		100	100.0
1971		115	104.9
1972		135	111.7
1973		166	130.2
1974		179	153.1
1974	Quarter ended March	165	141.5
	Quarter ended June	186	150.6
	Quarter ended September	164	158.7
	Quarter ended December	202	161.5
1975	Quarter ended March	190	169.4*
1973	December	172	136.5
1974	January	132	139.2
	February	175	142.0
	March	192	143.4
1974	December	192	162.9
1975	January	165	167.9
	February	189	170.2*
	March	220	170.2*

* Provisional.

Domestic furniture deliveries in March

Monthly figures of domestic furniture deliveries for the period January 1974 to March 1975:

		Deliveries £m current values	Index of deliveries (1970 = 100) unadjusted	Index of deliveries (1970 = 100) seasonally adjusted
1974	January	32.2	126	131
	February	31.1	137	131
	March	36.2	149	145
	April	34.4	134	141
	May	35.5	132	137
	June	34.2	145	143
	July	30.5	110	137
	August	29.9	111	134
	September	39.1	149	130
	October	42.8	148	128
	November	42.2	158	136
	December	37.8	133	141
1975	January	44.0	143	150
	February	43.5	160	153
	March	44.2	154	150

When using the volume (index of deliveries) figures it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

Made-up clothing: orders and deliveries

In the three months ended January 1975, deliveries by the clothing industry were provisionally estimated to have been 1 per cent lower than in the preceding three months. Net new orders were 4 per cent higher and orders-on-hand at the end of January were 2 per cent below the end October 1974 level.

(These comparisons are based on the seasonally adjusted series in the accompanying table.)

Made-up clothing

Index numbers of the volume of total orders and deliveries

		Orders-on-hand (end period)		Net new orders		Deliveries	
		December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
1968		107		100		97	
1969		100		97		97	
1970		103		102		100	
1971		119		108		104	
1972		125		110		109	
1973		155		123		117	
1974 p		138		113		112	
		Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1973	2nd quarter	175	157	136	129	116	119
	3rd quarter	150	158	102	118	115	117
	4th quarter	155	155	129	117	120	118
1974	1st quarter	164	171	111	116	107	106
	2nd quarter	169	154	121	113	112	114
	3rd quarter p	136	146	95	109	115	117
	4th quarter p	138	141	123	112	116	114
1973	April	155	159	138	136	120	121
	May	169	150	141	118	112	117
	June	175	157	129	133	117	119
	July	161	157	90	117	111	117
	August	157	161	97	122	103	116
	September	150	158	118	113	130	118
	October	159	159	165	129	137	120
	November	164	154	141	115	128	120
	December	155	155	81	108	95	115
1974	January	166	165	96	111	92	106
	February	169	174	122	130	108	103
	March	163	171	116	106	122	108
	April	169	177	131	128	113	113
	May	180	163	132	110	106	111
	June	169	154	99	101	115	117
	July p	155	154	85	111	111	117
	August p	142	149	85	108	104	118
	September p	136	146	116	110	128	117
	October p	136	138	143	112	134	117
	November p	145	139	146	119	123	116
	December p	138	141	81	107	91	110
1975	January p	137	136	101	117	102	119

'Economic Progress Report' for May

The main articles in the May issue of *Economic Progress Report*, now available, include a summary of the main proposals of the Budget; a description of the Oil Taxation Bill; an annual Economic Review (instead of the monthly economic assessment) taken from the Financial Statement and Budget Report 1975-76; and a full page of charts illustrating some main indicators of the course of the economy 1973-75.

Economic Progress Report, prepared by the Treasury Information Division is obtainable free from Circulation Section (H), Central Office of Information, Hercules Road, London SE1 7DU.

Customs notices of interest to exporters

The following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London EC3R 7HE.

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
17 (May 1973)	Arrangements for preferential trade between the Channel Islands and the United Kingdom.
49	Temporary importations: international co-operation.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples imported for promoting export trade.
132A	Sugar: cessation of Import Duties and Imposition of Levies under the Common Agricultural Policy of the EEC and the Sugar Board Charge.
172	Hydrocarbon Oils: drawback of duty.
207	Re-imported goods: relief from Customs duty and Value Added Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
221	Process Inwards Relief and Pre-financing of export refunds on products for process.
221A	Section 7 relief: changes in procedure.
221B	Section 7 relief transitional periods arrangements: Supplementary procedural changes.
223	Export relief on goods exported in the same state as at import ('Same state section 7 relief').
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
241	European Economic Community: Compensatory, Levy and Addendum thereto.
275	Documentation of Exports for Statistical Purposes.
290	Export of personal and household effects.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
300	Export reliefs scheduling scheme.
703	VAT – Exports. (Revised November 1973)
704	VAT – Retail Export Schemes. (Revised November 1973)
705	VAT – Tax free sales of motor vehicles to tourists, etc.
750	Community transit – general.
750A	Community transit – list of Offices of Departure, Transit and Destination and Guarantee Offices in the United Kingdom, etc.
750B	Extension of the Community Transit procedures to Austria and Switzerland.
751	Notes on completing Community transit forms T1, T2 and T3.
751A	Notes on completing Community Transit Movement Certificate.
752	Free circulation of goods in the European Communities.
753	Community transit – the simplified procedure for goods carried by rail.
754	Documentation for fish caught by British fishing vessels.
755	Community transit – special control procedures.
756	Instructions on the use of loading lists as descriptive parts of forms T1, T2 or T3.
757	Community transit – Pre-authenticated movement certificate form T3L.
774	Hydrocarbon Oils Customs Duties: Additions of *Ad Valorem* Protective Element.
800	EEC Common Agricultural Policy: Customs procedures in respect of export refunds and export licences.
810	EEC Preferences – Free Trade Agreement between the EEC and EFTA countries.
810A	EEC Preferences – EFTA countries. Simplification of the documentation system described in Notice 810. Introduction of universal form of movement certificate EUR 1.
812, 812A	EEC Preferences – Turkey.
817 (June 1973)	EEC Preferences – Tunisia.
818 (June 1973)	EEC Preferences – Egypt.
819 (May 1973)	EEC Preferences – Cyprus.
821	EEC Preferences – simplified procedure for sending evidence to EEC customers about the origin of goods.
830	Arrangements between Denmark and United Kingdom.

Wholesale price indices in April

The provisional price index for home sales of manufactured products rose by 1¾ per cent to 182.0 (1970 = 100) in April, contributing to an increase of 5¼ per cent in the three months February to April.

There was a rise of only ¼ per cent in the provisional price index for the food manufacturing industries with lower prices for animal feeding-stuffs partly offsetting small increases in most of the industries of the food sector.

The second successive increase of over 2 per cent to 190.0 in the provisional price index for the output of manufacturing industries other than the food, drink and tobacco industries, mainly reflected higher prices over a wide range of products in the engineering and allied industries, in particular higher car prices. The provisional price index for the output of the engineering and allied industries has risen by approximately 6½ per cent in the last three months continuing the rate of increase in the previous three months.

The fall in value of the pound in April was largely responsible for higher prices for imported crude oil and woodpulp which contributed to an increase of ½ per cent in the provisional price index for materials and fuel purchased by manufacturing industry in April.

The increase of ½ per cent in the provisional price index for the materials and fuel purchased by the food manufacturing industry was mainly due to higher prices for home-produced meat and home landed fish. Other price rises for both home-produced and imported materials were offset by lower prices for milk for liquid consumption, cocoa and tea.

Materials and fuel purchased by broad sectors of industry

There were few significant price changes for the materials and fuel purchased by broad sectors of industry in April. Most of the price

Notes on wholesale price indices

(1) Detailed notes on index numbers of wholesale prices were last shown in *Trade and Industry* of 4 April 1974.

(2) The index numbers are constructed on a net sector basis. This is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) All the index numbers are compiled *exclusive* of value added tax and (before its abolition) of purchase tax. Revenue duties (on cigarettes and manufactured tobacco, alcoholic liquor, matches and mechanical lighters) *are included*. The duty on hydrocarbon oils is excluded from output price series that cover these products (unless specifically noted to the contrary) but is included in series for materials and fuel purchased by broad sectors of industry.

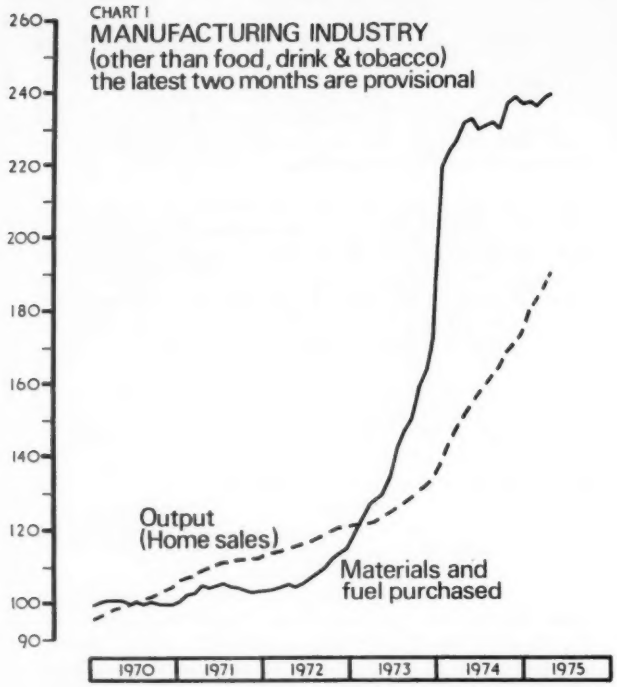
(4) **Correspondence about wholesale price index numbers should be addressed to Statistics Division 4, Room 610, Sanctuary Buildings, Great Smith Street, London SW1P 3DB. Telephone inquiries for price index numbers should be made to 01-215 3549 (Engineering), 5216 (Chemicals, Steel, Building Materials, etc.), 3548 (Textiles, Clothing, Timber, Paper, etc.), 3173 (Imported Commodities), 3544 Tables 1 and 2 indices.**

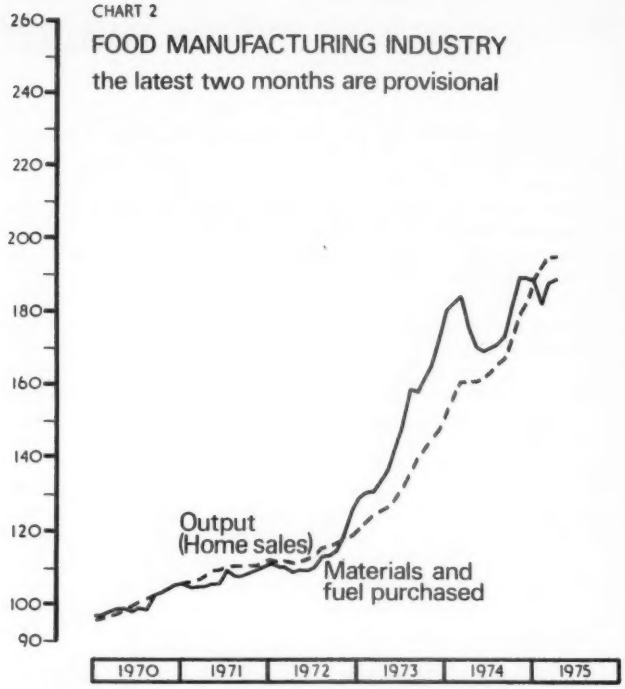
TABLE 1 Price index numbers of materials purchased

1970 = 100

1968 SIC		1974				1975	1974					1975			
		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. p	Apr.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar. p	Apr. p
	Materials and fuel purchased by manufacturing industry														
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	212.5	213.7	212.9	222.1	220.9	215.4	212.8	220.1	223.8	222.5	222.1 r	218.8	221.8	223.0
	Basic materials	222.0	221.2	219.7	228.2	225.8	223.2	219.4	226.5	229.8	228.3	227.8 r	223.9	225.8	227.0
	ø Fuel	122.4	142.7	147.9	164.2	173.4	141.4	150.1	161.3	165.1	166.2	167.2	169.5	183.4	185.7
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	223.2	231.2	230.7	237.3	237.3	231.3	229.9	236.9	238.2	236.7	237.4 r	236.1	238.5	239.8
	Basic materials other than fuel	237.6	243.7	242.4	247.7	246.5	244.2	241.1	247.6	248.8	246.7	247.5 r	245.7	246.4	247.6
	Materials and fuels purchased by Selected Broad Sectors of industry														
211 to 229	Food manufacturing industries	182.5	172.1	171.5	187.1	186.7	176.5	173.5	181.9	189.7	189.7	188.8	182.7	188.6	189.7
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	175.4	167.2	165.7	181.1	184.1	171.9	167.5	175.4	183.9	183.9	184.5	180.0	187.9	188.5
Order V	Chemicals and allied industries	200.7	214.1	219.3	227.3	230.8	212.4	220.2	227.0	227.0	227.8	230.8	230.5	231.1	231.5
311 and 312	Steel industries	143.2	172.3	183.9	200.4	210.7	170.4	187.0	197.4	200.8	203.0	208.7 r	212.3	211.0	223.8
Order VII (excluding MLH 342)	Mechanical engineering industries	157.2	177.7	181.2	184.0	197.3	174.4	181.8	183.6	184.5	183.9	193.6 r	197.4	200.8	202.7
Order IX	Electrical engineering industries	160.7	178.9	165.9	163.9	170.6	180.8	163.4	163.4	164.8	163.4	168.2	170.3	173.2	174.5
361	Electrical machinery industry	157.3	177.3	174.0	173.7	184.1	176.0	172.8	173.4	174.4	173.2	181.3	183.5	187.5	189.0
Order XIII	Textile industries	192.2	191.2	190.0	186.4	189.3	192.7	186.4	185.8	186.3	187.2	188.5	188.9	190.5	193.5
Order XV	Clothing and footwear industries	159.3	167.4	171.9	174.7	176.1	165.7	172.9	174.4	174.6	175.0	175.7	176.1	176.4	177.5
Order XVII	Timber industries	209.2	217.1	218.4	217.0	217.3	215.6	218.8	217.6	216.9	216.5	216.7	217.6	217.7	217.2
481 to 484	Paper industries	157.8	173.0	203.0	215.3	231.7	168.3	204.5	213.2	214.8	218.0	231.8	230.6	232.8	236.0
Order XX	Construction materials	162.2	175.6	179.8	183.9	194.5	172.6	181.3	182.2	183.6	185.8	190.8	193.6	199.0	200.5
Part of Order XX	House building materials	166.0	177.2	181.9	186.9	196.5	174.7	184.0	185.3	186.6	188.8	192.8	195.6	201.0	202.5

ø Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials. r. revised.





indices for individual sectors of industry rose by less than 1 per cent on provisional figures for the month.

The price index for the materials and fuel purchased by the steel industries has been revised back to January 1975 to reflect late information of higher prices for ferro-alloys in January and iron ore from February. The increase of 6 per cent in the index in April was caused by a sharp increase in the cost of hard coke.

There was a sharp rise in the price of cotton and wool which was responsible for an increase of 1½ per cent in the price index for the textile industries. This index shows little change from its value one year ago and has risen by only 4 per cent from its lowest point in October 1974.

The slight fall in the price index for materials and fuel purchased by the timber industries was caused by further decreases in the price of imported timbers. However, an increase in the price of woodpulp was largely responsible for an increase of 1½ per cent in the price index for the paper industries.

Output of broad sectors of industry: home sales

Revisions to the price index of the engineering industries sector indices have been caused by a large number of price rises recently notified for a wide range of products. The provisional price index for the output of the mechanical engineering industry has risen by approximately 7 per cent in the last three months with industrial

TABLE 2 Price index numbers of output (home sales) 1970 = 100

1968 SIC		1974				1975	1974					1975			
		1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. p	Apr.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr. p
Orders III to XIX	Output of Manufactured Products	138.3	148.9	156.1	164.9	176.0	146.4	158.6	162.2	164.8	167.6	173.0 r	175.9	179.0	182.0
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries	142.3	153.5	162.0	170.9	182.7	150.8	164.9	168.6	170.7	173.5	179.5 r	182.5	186.2	190.0
211 to 229	Output of Selected Broad Sectors of Industry Products of the food manufacturing industries	156.9	161.0	165.6	178.0	192.5	160.7	167.7	172.4	179.1	182.6	189.2	193.0	195.4	195.8
211 to 229 (excluding MLH 219)	Products of the food manufacturing industries (excluding animal and poultry foods)	149.6	154.7	161.2	174.3	190.7	153.8	163.7	168.3	175.7	178.9	186.0	191.0	195.2	196.5
Order V	Chemicals and allied industries	135.5	150.3	158.2	167.3	177.3	148.0	161.5	165.2	167.0	169.7	174.0	177.0	180.8	184.0
311 and 312	Steel industries	145.9	179.5	186.4	189.5	220.0	174.9	187.7	188.8	189.6	190.1	214.4	219.5	226.0	227.0
Orders VII to XII	Engineering and allied industries	136.8	146.7	155.9	165.3	176.4	143.7	159.0	162.8	165.2	167.8	173.0 r	176.2	180.0	184.0
Order VII (excluding MLH 342)	Mechanical engineering	138.3	148.1	157.8	166.2	179.6	144.9	160.8	163.8	166.0	168.8	175.5 r	180.0	183.2	187.5
Order IX	Electrical engineering	131.5	139.9	146.4	153.2	161.2	137.7	148.6	151.1	153.3	155.1	158.0 r	160.6	165.0	167.6
Order XIII	Textile industries	151.6	160.4	166.5	170.1	172.9	158.4	167.8	169.6	170.1	170.5	172.4	173.0	173.3	174.0
Order XV	Clothing and footwear	133.7	138.7	143.7	149.3	155.9	137.4	146.4	148.3	149.3	150.4	154.5	156.0	157.3	157.8
Order XVII	Timber industries	165.8	174.7	182.0	187.2	194.9	172.0	184.0	185.9	187.3	188.5	191.6	195.0	198.1	200.5
481 to 484	Paper industries	145.1	160.0	180.0	192.4	207.5	155.8	186.5	190.0	192.3	195.0	201.8	208.7	212.0	214.8
Order XX	New construction‡	170	180	190	200 p			190			200 p				

‡ Index of building costs relate to average for the quarter (*Department of Environment*). r revised.

plant and steelwork having the most significant effect. Price rises by the electrical machinery industry were partly responsible for an increase of 6 per cent in the provisional price index for the output of the electrical engineering industries since January.

Higher prices for pharmaceutical preparations and building joinery continued to be the most significant contributors to increases in the indices for the chemicals and timber industries respectively. The increase of 1¼ per cent in the price index for the output of the paper industries reflects mainly higher prices for general printing and publishing of books which have been lagging behind other price rises in this sector.

There was again little change in the prices of the textiles and clothing and footwear industries in April. These indices have risen by less than 3 and 6½ per cent respectively in the last six months which in part reflects the stable prices of basic materials purchased by these sectors of industry.

TABLE 3(a) Commodities produced in the United Kingdom

1970 = 100

1968 SIC		1974		1975		
		Mar.	Dec.	Jan.	Feb.	Mar. p
101	Coal	138.8	233.2	233.2	233.2	294.0
102/1	Coated limestone roadstone	180.7	200.8	223.6	226.5	230.2
103	Sand and gravel – ex pit or works	137.5	152.8	164.3	165.4	167.6
240	Tobacco	93.0	118.2	118.5	118.8	119.7
262	Motor spirit. Two star (including duty)	148.2	159.1	172.4	172.4	172.4
	Medium fuel oil (950 secs – including duty)ø	250.9	270.1	294.0	294.0	294.0
	Derv fuel (including duty)ø	142.6	145.9	149.9	149.9	149.9
263	Lubricating oil greases	191.8	194.4	201.1	204.7	204.7
271	General chemicals	148.4	172.9	175.7 r	178.9 r	186.8
272	Pharmaceutical preparations	118.7	140.3	142.2	144.9	150.3
273	Toilet preparations	130.2	145.9	150.3	151.7	153.7
274	Paint	147.5	185.6 r	191.5 r	195.3	196.7
276/1	Synthetic resins and plastics materials	150.3	173.6	176.3	176.9	177.6
279/3	Explosive, fireworks, etc.	142.5	175.7	177.2	179.4	180.8
311/12	Uncoated steel sheets (other than stainless and electrical sheets)	146.9	184.1	219.4	220.6	220.6
	Tinplate	160.6	198.6	216.3	216.9	216.9
	Finished steel (other than sheets, tinplate, forgings and castings)	149.2	191.8	222.7	227.2	229.7
	Steel sheet piling	146.8	193.3	239.1	240.6	240.6
	Heavy steel bars and sections	146.8	194.5	236.1	237.5	237.5
	Light re-rolled bars and sections	161.4	198.6	232.2	233.9	233.9
312	Steel tubes – other than electric conduit tubes	151.7	199.7	199.7	211.7	249.3
313/2 and 313/4	Iron castings	148.6	196.7	201.7 r	211.6	218.1
313/4	Cast and spun iron pipes and fittings	145.5	203.6	203.6	209.8	237.8
321	Aluminium: Rolled	128.2	157.4	157.4	157.4	157.4
	Extruded and drawn aluminium products – other than wire	128.8	156.4	156.4	156.4	156.4
	Aluminium: Castings	149.0	179.9	178.4	180.9	185.2
	Aluminium: Forgings	123.3	150.0	156.4	160.5	160.5
322	Brss ingots	177.1	132.8	123.1	117.2	118.3
331	Agricultural machinery	148.0	176.6	181.0	183.3	185.3
332	Metal-working machine tools	147.8	186.5	195.5	198.2	202.1
333	Pumps, valves, compressors fluid power equipment	142.1	170.2	175.5	181.5	184.3
336	Construction and earth moving equipment	141.7	166.2	170.5	172.4	174.4
368	Domestic electrical appliances	121.8	141.1	143.5	145.3	146.9
390	Engineers' cutting tools: non-diamond	127.4	146.9	146.2	152.6	154.4
	Hacksaw blades	133.8	148.7	154.7	156.4	156.5
	Engineers' cutting tools: diamond	125.0	134.5	137.9	138.4	138.4
	Engineers' cutting tools	127.6	146.1	146.1	151.9	153.4
391	Hand tools and implements	145.7	178.8	183.0	184.7	190.5
392	Cutlery and tableware	143.8	162.8	170.6	174.4	176.2
411	Man-made fibres production	117.8	154.3	153.4	152.5	152.2
412, 414/5 and 415	All spun man-made fibres yarns	151.8	166.8	167.1	165.5	165.5
412	Cotton yarns, cotton-spun man-made fibres yarns and mixtures of both	197.8	182.7	179.9	176.8	176.7
413	Woven cotton cloth in the loomstate	186.0	195.2	192.2	191.3	189.0
	Man-made fibres fabrics in the loomstate	153.4	188.9	190.7	189.4	189.4
414/2	Yarns of wool spun on the worsted system	193.5	180.2	180.9	180.7	182.0
417	Hosiery and other knitted goods	133.7	147.3	150.2	150.4	150.4
419	Carpets and rugs	143.4	162.9	167.9	170.2	170.2
431/1	Leather for footwear	162.6	153.4	155.5	155.5	155.5
441/449	Made-up clothing	132.8	148.5 r	151.9 r	153.4	153.7
450	Footwear – including rubber footwear	143.6	157.8	165.4	166.6	170.2
461/1	Refractory goods including bricks	147.6	176.0	188.9	197.8	200.2
461/2	Non-refractory goods, including building bricks	157.9 r	179.4 r	186.7 r	195.4	197.8
	Engineering bricks – *delivered*	197.1	216.5	217.6	223.2	223.2
463/1	Flat glass (including safety and silvered glass)	127.1	154.8	155.0	166.0	167.6
463/2	Glass containers	140.0	175.0	181.8	187.4	190.6
464	Cement – *delivered in bulk*	127.4	172.4	172.7	172.7	200.7
471/1	Hardwood – home grown	216.7	227.2	224.8	224.8	224.2
471/2	Building joinery	183.4	206.4	207.7	210.4	219.4
472	Domestic furniture	149.5	166.8	172.6	176.6	177.1
473	Bedding, etc.	160.5	181.0	182.3	191.9	194.0
481	Paper and board	147.5	195.6	208.8	212.1	213.7
	Printings and writings (excluding newsprint)	145.8	189.9	207.2	208.8	209.3
482/1	Cardboard boxes, cartons and fibreboard packing cases	149.6	192.3	194.6	206.6	211.5
483	Manufactured stationery	149.7	193.0	197.2	201.0	204.8
484/1	Wallpaper	149.3	200.1	200.7 p	200.7 p	200.7
491/7	Rubber tyres and tubes	131.5	166.7	166.8	168.5	172.5
492	Linoleum and felt base	132.9	158.3	167.3	176.1	176.1

ø Index based on scheduled outer zone prices for minimum bulk loads of 500 gallons exclusive of rebates.

TABLE 3(b) Commodities wholly or mainly imported into the United Kingdom

1970=100

	1974	1975			
	Apr.	Jan.	Feb.	Mar.	Apr.
Hides and skins	195.0	126.6	128.1	142.5	150.0
Non-ferrous metals:					
Aluminium, virgin ingot delivered	123.7	148.0	148.0	148.0	148.0
Copper‡	215.1	86.9	89.6	94.0	95.0
Lead‡	231.7	179.7	178.3	177.0	159.5
Nickel refined delivered§	130.1	147.9	160.6	158.3	156.2
Tin, ingot min. 99.75%‡	251.5	212.6	205.9	199.3	196.4
Zinc‡	591.1	274.5	268.7	269.3	267.7
Zinc§	257.9	281.4	281.4	281.4	281.4
Natural rubber	194.2	130.0	141.8	144.3	142.5

	1974	1975			
	Apr.	Jan.	Feb.	Mar.	Apr.
Sulphur, crude cif (for acid making)	151.1	262.0	262.0	262.0	262.0
Textiles:					
Cotton, raw	246.4	166.3	164.9	166.1	180.2
Wool, raw	268.1	186.3	184.6	188.4	196.1 p
Timber:					
Imported hardwood (ex-yard or wharf)	249.2	230.1	228.4	228.7 p	227.8 p
Imported plywood (delivered to consumers)	233.0	228.0	226.9	225.7 p	224.9 p
Imported softwood (delivered to consumers)	263.2	248.3	246.7	245.0 p	243.3 p
Woodpulp, imported	161.6	267.7	269.6	269.2	277.0

‡ LME settlement price. § Producers' price. p = Provisional.

TABLE 5 United Nations index numbers of world export prices(1)

1963 = 100

	Primary commodities									Primary commodities and non-ferrous metals (2)		
	Total			Agricultural non-food			Non-ferrous metals					
	$	£	Purchasers' currencies	$	£	Purchasers' currencies	$	£	Purchasers' currencies	$	£	Purchasers' currencies
1973 1st quarter	156	181	144	153	177	141	174	201	161	157	182	145
2nd quarter	175	194	155	171	189	151	206	228	182	177	196	156
3rd quarter	199	225	169	203	229	172	242	273	205	202	228	171
4th quarter	221	260	197	208	245	185	267	314	238	225	265	200
1974 1st quarter	289	355	268	232	285	215	299	367	277	290	356	269
2nd quarter	293	343	261	232	271	206	342	399	304	297	347	265
3rd quarter	295	351	268	227	270	206	258	308	235	292	348	265
4th quarter	303	364	273	219	263	197	226	271	203	297	357	267
1975 1st quarter(3)	*302*	*353*	*260*	*210*	*246*	*181*	*225*	*263*	*194*	*295*	*346*	*255*
April(3)	*300*	*354*	*259*	*209*	*247*	*181*	*226*	*267*	*195*	*294*	*347*	*254*

(1) Published by the UN in terms of US dollars. For convenience the index numbers are also shown in sterling and in terms of purchasers' currencies by converting the dollar index at prevailing exchange rates.
(2) This combined index is not published as such by the UN.
(3) Projections by Department of Industry shown in italics.

Price index numbers of materials purchased

1963 = 100

1968 SIC		1975		
		Feb.	Mar. p	Apr. p
Order III to XIX	Basic materials and fuel purchased by manufacturing industry (1)	287.9	291.8	293.4
	Basic materials (2)	296.3	298.8	300.4
	Fuel	225.0	243.4	246.5
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries (3)	320.2	323.4	325.2
	Basic materials other than fuel (4)	337.5	338.5	340.1
211 to 229	Food manufacturing industries	227.9	235.2	236.6
Order V	Chemicals and allied industries	283.7	284.5	285.0
311 to 312	Steel industries (5)	268.4	266.7	282.9
Order VII (excluding MLH 342)	Mechanical engineering industries (6)	269.7	274.3	276.9
Order IX	Electrical engineering industries	262.2	266.7	268.7
361	Electrical machinery industry	271.0	276.9	279.1
Order XIII	Textile industries	214.8	216.7	220.1
Order XV	Clothing and footwear industries	214.6	215.0	216.3
Order XVII	Timber industries	292.8	292.9	292.3
481 to 484	Paper industries	304.9	307.8	312.0
Order XX	Construction materials	255.2	262.4	264.3
Part of Order XX	House building materials	259.6	266.8	268.7

Revised figures for January 1975
(1) 292.2 (2) 301.5 (3) 321.9 (4) 340.0 (5) 263.8 (6) 264.5

Index numbers of wholesale prices

The index numbers of wholesale prices relating to 1970 = 100 supersede those previously published on the base 1963 = 100. For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the Department of Industry will continue to publish indices relating to materials used in broad sectors of industry on the base 1963 = 100 until December 1975. From April 1973 the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the 1970 = 100 Series. For users of other 1963 based index numbers who wish to continue the series in this way multiplication factors will be provided on request.

Northern Ireland index of production for March

The provisional index of production for March 1975 is 161 (1963 = 100). This is 6 points lower than the index for February 1975 and 14 points lower than for March 1974.

The index numbers for the main industrial groups with the change on March 1974 shown in brackets are: textiles 212 (−51 points; −19 per cent), clothing 135 (+1; +1 per cent), engineering and metals 118 (−14; −11 per cent), food, drink and tobacco 130 (−2; −1 per cent), timber and furniture 157 (−13; −8 per cent), mineral products 184 (−2; −1 per cent), other manufacturing industries 271 (+5; +1 per cent), gas, electricity and water 232 (−10; −4 per cent).

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Index of industrial production for March

The latest estimates of the index of industrial production up to March 1975 are shown in the tables.

The provisional estimate for the total index in March 1975 is 104.6 and for manufacturing alone the estimate is 105.1 (1970 = 100).

The latest figures suggest that industrial output continued to decline in recent months although perhaps less sharply than in the autumn of last year.

It is provisionally estimated that the average level of the all-

Index of industrial production

Seasonally adjusted — 1970 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco					Engineering and allied industries						
				Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Total vehicles	Metal goods n.e.s.
Weights	1,000	37	745	84	52	32	7	58	319	100	15	67	16	73	48
1970	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
1971	100.4	99.7	99.6	100.7	100.1	101.7	103.4	102.2	99.1	100.1	100.8	102.6	96.6	98.5	93.3
1972	102.4	84.0	102.0	105.0	104.2	106.4	102.6	108.1	99.3	95.0	93.1	110.3	91.8	101.6	94.2
1973	109.9	93.6	110.5	109.3	106.4	114.0	110.0	121.6	107.1	103.5	101.8	125.9	95.1	101.6	102.7
1974	106.4	83.8	107.9	110.7	105.6	119.1	106.1	127.6	105.4	104.0	105.0	120.8	95.6	95.1	106.3
1973 2nd qtr.	109.6	96.2	110.0	109.6	107.1	113.8	108.4	119.9	106.3	101.7	102.3	125.8	94.1	99.6	103.9
3rd qtr.	110.7	94.7	111.5	110.2	105.9	117.1	115.2	123.4	108.3	104.8	102.0	125.2	95.7	104.1	104.5
4th qtr.	109.5	84.1	110.5	109.0	106.0	114.0	110.7	124.2	106.9	104.9	101.2	126.0	96.4	100.2	100.1
1974 1st qtr.	103.5	58.0	105.7	114.5	109.4	122.9	101.8	126.6	101.0	100.4	99.3	120.1	85.7	89.2	98.7
2nd qtr.	107.8	90.5	109.3	110.4	106.2	117.5	110.7	128.0	106.2	104.4	107.5	119.1	97.4	96.6	108.9
3rd qtr.	108.6	93.0	110.2	109.4	104.3	117.9	106.4	132.8	108.7	105.1	105.9	124.6	98.7	100.5	110.5
4th qtr.	105.4	93.7	106.2	108.4	102.6	118.0	105.5	123.1	106.0	105.9	107.1	119.3	100.5	94.2	107.1
1975 1st qtr.	105.0	94.5	106.4	110.9	104.4	121.6	94.0	121.6	107.6	107.2	109.2	119.9	101.6	98.0	107.4
1974 Apr.	107.3	89	109.0	111	104	121	111	131	105	103	106	118	97	93	108
May	107.5	91	108.7	112	108	118	115	127	107	105	108	119	97	99	108
June	108.6	92	110.3	109	106	114	106	127	107	105	108	120	98	98	111
July	109.2	94	110.7	110	105	118	98	132	109	105	106	125	97	101	113
Aug.	109.1	93	111.2	110	104	119	114	132	110	105	106	125	99	105	111
Sept.	107.6	92	108.8	109	104	118	107	134	107	106	106	124	100	95	107
Oct.	107.0	94	107.5	108	102	118	109	127	107	106	107	121	100	95	109
Nov.	106.6	94	107.7	109	104	116	108	124	108	106	107	119	101	98	112
Dec.	102.8	93	103.5	108	101	120	100	118	104	105	107	118	100	90	101
1975 Jan.	104.9	93	106.8	113	103	130	100	126	107	106	107	118	102	101	108
Feb.	105.5	94	107.3	111	105	121	93	123	108	108	108	120	101	99	106
Mar.	104.6	96	105.1	108	105	114	89	116	108	109	111	122	102	94	108
Oct.-Dec. (av.)	105.5	94	106.2	108	102	118	106	123	106	106	107	119	100	94	107
Jan.-Mar. (av.)	105.0	94	106.4	111	104	122	94	122	108	108	109	120	102	98	107

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.							
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	57	43	14	76	49	3	24	27	17	10	22	64	31	146	72
1970	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
1971	90.8	89.4	95.6	102.3	100.7	103.0	105.4	107.7	106.3	109.8	103.0	97.3	99.7	102.9	103.9
1972	90.8	89.2	95.7	104.6	103.0	104.5	107.7	114.2	113.6	115.1	113.5	102.6	104.2	104.5	111.2
1973	99.5	97.3	106.1	109.9	108.6	101.0	113.8	126.2	124.8	129.1	132.6	112.1	116.5	107.3	117.8
1974	91.5	87.8	103.2	103.8	100.0	97.6	112.5	117.1	109.6	128.7	112.6	109.5	113.9	98.8	117.5
1973 2nd qtr.	99.1	96.5	107.2	111.6	110.5	102.3	115.1	125.7	124.3	127.8	131.5	111.7	116.0	106.1	118.7
3rd qtr.	100.0	97.3	108.7	108.7	106.3	99.9	114.8	128.2	124.5	134.0	132.6	114.8	116.6	107.5	117.4
4th qtr.	98.9	97.8	102.5	109.1	106.3	99.0	116.4	126.4	122.4	132.7	129.5	113.0	117.6	105.5	120.6
1974 1st qtr.	89.3	84.5	104.1	99.8	98.8	96.3	102.4	118.5	107.4	135.7	116.0	108.6	112.2	101.7	107.6
2nd qtr.	91.3	86.3	106.8	109.3	106.3	100.7	116.7	121.1	115.5	129.9	116.4	111.1	118.0	99.5	118.0
3rd qtr.	95.6	92.4	105.4	106.0	101.2	96.3	117.3	116.8	109.6	128.1	109.5	110.5	118.9	98.3	121.2
4th qtr.	90.1	87.9	96.7	99.9	93.6	97.3	113.5	111.9	105.9	121.2	108.5	107.7	106.4	95.7	123.2
1975 1st qtr.	87.7	84.4	97.7	99.6	92.6	98.1	114.4	116.9	107.6	131.5	113.2	101.0	104.0		119.7
1974 Apr.	92	87	106	110	108	99	116	123	116	134	118	111	117		116
May	85	79	104	106	103	99	113	121	116	128	114	112	117		121
June	97	93	110	112	108	104	121	120	114	128	117	111	120		118
July	96	95	102	107	102	96	121	116	112	123	109	113	120		124
Aug.	102	100	110	108	104	96	118	118	108	134	110	110	112		118
Sept.	88	83	104	103	98	96	113	116	108	127	110	109	125		121
Oct.	87	83	101	103	99	98	112	112	106	122	108	110	113		132
Nov.	91	86	104	103	96	98	117	114	107	124	110	109	110		123
Dec.	92	94	86	94	85	96	112	110	105	118	108	105	96		115
1975 Jan.	86	81	101	99	90	97	119	116	109	126	110	100	109		115
Feb.	91	90	95	100	93	98	114	117	106	133	119	104	104		118
Mar.	86	83	96	99	95	99	109	118	108	135	111	99	99		127
Oct.-Dec. (av.)	90	88	97	100	93	97	114	112	106	121	109	108	106		123
Jan.-Mar. (av.)	88	85	97	99	93	98	114	117	108	131	113	101	104		120

industries index in the first quarter was ½ per cent below its level in the fourth quarter of last year. On the corresponding comparison the index for manufacturing was little changed. These comparisons are, however, affected by the erratically low level in December when changed holiday patterns are thought to have contributed to a fall in output.

Many of the series used in compiling the index of production, in particular for manufacturing industry, measure deliveries rather than production. Deliveries and production in a month may differ because of movements in stocks. While this distinction is generally not important in interpretation it can be significant in periods when output is interrupted and during the subsequent recovery.

The use of such series led the all-industries index to understate the level of output by about 1 per cent in the third quarter but by well under ½ per cent in the fourth quarter. Provisional evidence for January and February suggests that any understatement was probably small in those months.

On a longer-term comparison, the all-industries index in the latest three months was about 5½ per cent below the level in August-October 1973, before the miners' dispute started; the corresponding fall for manufacturing industry was about 5 per cent.

Notes

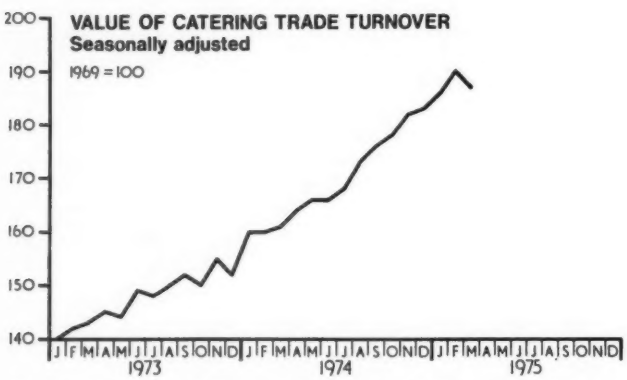
Calculations taking account, as far as is practicable, of the industrial breakdown of the changes in stocks of finished goods and work in progress suggest that the all-industries index, because of the difference between deliveries and production, probably overstated the level of output by about 1 per cent in the first quarter and understated the level of output by about ½ per cent in the second quarter, about 1 per cent in the third quarter but by well under ½ per cent in the fourth quarter.

The index numbers in these tables are all seasonally adjusted. The seasonal adjustment process is designed to remove annually recurring month-to-month variations due, for example, to the incidence of holidays. The adjustments, however, can in general only be derived from analysis of past experience, and may not be completely appropriate if holiday patterns change sharply. It is thought that the introduction of a public holiday on New Year's Day led to a tendency for more industrial plant to be shut down in the last week of December. The seasonal factors currently used for December do not reflect to any significant extent any change in holiday pattern due to the introduction of a New Year's Day public holiday. Any fall in output due to this change would, therefore, largely be reflected in the relatively low seasonally adjusted index numbers for December 1974. An adjustment has been made, however, in the January index to allow for the direct effect of the public holiday on New Year's Day itself.

About two-thirds of the index of production is derived by the revaluation to the prices of 1970 of data expressed at current prices. When the rate of change of prices is relatively large, or itself changes rapidly, the problems associated with this revaluation become more acute. For this reason the estimates for periods since about the end of 1973 should be regarded as subject to wider margins of error than in earlier years.

The average index numbers of the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major groups in recent months.

Turnover of the catering trades in March


VALUE OF CATERING TRADE TURNOVER
Seasonally adjusted
1969 = 100
200
190
180
170
160
150
140
J F M A M J J A S O N D J F M A M J J A S O N D J F M A M J J A S O N D
1973
1974
1975

The total turnover of the catering trades in the first quarter of 1975 was about 3 per cent more than in the fourth quarter of last year, at current prices and after allowing for normal seasonal movements. The upward trend appears to be slackening compared with the rates of increase recorded towards the end of last year and in the early part of this year.

Recent percentage increases compared with a year earlier (*not* seasonally adjusted) for the main kinds of business are as follows:

	All caterers	Licensed hotels and holiday camps	Restaurants cafes and fish and chip shops	Public houses	Canteens
1974 4th quarter	19	18	15	20	22
1975 1st quarter	19	17	15	20	18
March	20	20	16	23	15

Turnover for all caterers in the first quarter of 1975 was nearly 19 per cent more than in the same quarter of 1974. The largest increases were of 20 per cent for public houses (the largest component of the all-caterers' index) and 18 per cent for canteens (the smallest component). Restaurants, cafes, and fish and chip shops increased their turnover by 15 per cent whilst licensed hotels and holiday camps reported an increase of 17 per cent.

TABLE 1 Turnover of all caterers seasonally adjusted

Index numbers of turnover per week (†) 1969 = 100

	Value at current prices (turnover in 1969 = £2,533 million)
1969	100
1970	108
1971	118
1972	131
1973	148
1974	170
1971 1st quarter	115
2nd quarter	117
3rd quarter	119
4th quarter	122
1972 1st quarter	125
2nd quarter	128
3rd quarter	133
4th quarter	138
1973 1st quarter	142
2nd quarter	146
3rd quarter	150
4th quarter	152
1974 1st quarter	160
2nd quarter	165
3rd quarter	173
4th quarter	181
1975 1st quarter	188
1974 July	168
August	173
September*	176
October	178
November	182
December*	183
1975 January*	186
February	190
March*	187
1974 October-December	181
1975 January-March	188
Percentage increase	3

† The monthly periods consist of four weeks except those marked * which are of five weeks. The March 1975 period was the five weeks from 2 March 1975 to 5 April 1975; the March 1974 period was the five weeks from 24 February 1974 to 30 March 1974.

The series are provisionally rebased using the broad results of the large scale inquiry into the catering trades for 1969. The detailed results of this inquiry will be incorporated in a final rebasing in due course.

A full report on the 1969 inquiry was published in November 1972 under the title *Catering Trades 1969: Statistical Inquiry*. (HMSO, 32p net).

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	16 May 1975
Balance of payments:	
current account (M)	This week
trends in invisible transactions (Q)	24 Oct. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	20 Feb. 1975
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	4 Apr. 1975
Catering trades turnover (M)	This week
Census of production (A)	19 Dec. 1974
(amendment)	16 Jan. 1975
Chemicals industry activity (Q)	6 Feb. 1975
Companies:	
acquisitions and mergers (Q)	9 May 1975
insolvencies (Q)	2 May 1975
liquidity (Q)	14 Mar. 1975
new registrations:	
Gt. Britain (M)	18 Apr. 1975
N. Ireland (M)	11 Apr. 1975
Construction work overseas (A)	17 Oct. 1974
EEC economic indicators	25 Apr. 1975
Energy trends (M)	9 May 1975
Engineering industries: sales and orders (M)	This week
Film industry	
British Film Fund Agency returns (M)	16 May 1975
cinema admissions and takings (M)	2 May 1975
overseas payments and earnings (A)	1 Aug. 1974
registrations of films (A)	6 Feb. 1975
Food:	
consumption levels (6M)	2 May 1975
household consumption (Q)	14 Mar. 1975
Footwear industry: production, orders and deliveries (M)	This week
Foreign exchange: official reserves (M)	16 May 1975
Foreign trade: industrial countries' production and trade (Q)	18 Apr. 1975
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	This week
Hire-purchase business (M)	16 May 1975
Industrial production:	
index numbers (M)	This week
N. Ireland index (M)	This week
Insurance companies: investments and assets (A)	5 Sept. 1974
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	30 Jan. 1975
investment and earnings overseas (A)	14 Mar. 1975
(amendment)	21 Mar. 1975
Machine tools: sales and orders (M)	14 Mar. 1975
Man-made fibres:	
deliveries (Q)	7 Mar. 1975
production (M)	25 Apr. 1975
production: quarterly analysis (Q)	7 Mar. 1975
Motor industry:	
car and commercial vehicle production (M)	2 May 1975
estimated figures (M)	16 May 1975
motor trade turnover (Q)	20 Feb. 1975
Office development permits (Q)	9 May 1975
Overseas trade of the UK:	
direct exporters and credit terms (A)	11 Apr. 1975
UK overseas trade in 1973	16 May 1974
unit value and volume index numbers (M)	This week
value: analysis of trends (Q)	18 Apr. 1975
(*see also* Balance of payments)	
Paper and board production (M)	30 Jan. 1975
Pension funds: investments and assets (A)	5 Sept. 1974
Regional selective assistance (M)	9 May 1975
Retail prices index (M)	25 Apr. 1975
Retail trades:	
sales (M)	16 May 1975
provisional figures (M)	25 Apr. 1975
sales, N. Ireland (M)	9 May 1975
stocks (M)	18 Apr. 1975
Royalties: overseas transactions (A)	11 Apr. 1975
Shipping: nationality of vessels in UK sea-borne trade (A)	23 Jan. 1975
Steel consumption and stocks (Q)	4 Apr. 1975
Stocks:	
manufacturers' and distributors' (Q)	4 Apr. 1975
retail (M)	28 Mar. 1975
Television: overseas payments and earnings (A)	1 Aug. 1974
Textiles:	
activity in the industry (Q)	25 Apr. 1975
carpet sales (M)	This week
cotton industry production (M)	2 May 1975
hosiery production (M)	21 Mar. 1975
made-up clothing: orders and deliveries (M)	This week
orders and deliveries (M)	21 Mar. 1974
wholesale houses' sales (M)	2 May 1975
wool exports (Q)	25 Feb. 1975
wool output (M)	2 May 1975
Tourism:	
foreign visitor arrivals (M)	14 Mar. 1975
overseas travel and tourism (A)	7 Mar. 1975
Wholesale prices:	
average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	This week

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	4 Apr. 1975
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	This week
ECGD local offices	14 Mar. 1975
Guide to Departments	7 Mar. 1975
Official Receivers' offices	21 Mar. 1975
Programme of trade promotions	18 Apr. 1975
Release dates of economic statistics	25 Apr. 1975

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Copies are available, free of charge, from the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4301 (6 lines).

Business Monitor continued

from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121/497122 – Answer back BSO Newport), from which a complete list of the titles of Business Monitors is available on application. Exceptionally, copies can be purchased over the counter (for cash) at *either* the Department of Industry Central Library, 1 Victoria Street, London SW1H 0ET, *or* the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

The Census of Production reports and the Census of Distribution reports (published as Business Monitors SD 10 to SD 23) are available on standing order from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH, or can be purchased separately from the Government Bookshops or through booksellers.

Government Sales

Ministry of Defence

3, 4, and 5 June 1975 **Vehicles, Earthmoving and Lifting Equipment**

Location: Ordnance Storage and Disposal Depot RAOC, Ruddington, Notts.

Auctioneers: Walker Walton and Hanson (Dept L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL (tel. 0602 54272).

Vehicles and plant including 550 saloons, limousines, estate cars, Minibuses and light vans (including 300 Morris 'Mini' and 'Minor 1000' saloons and travellers). 300 Land Rovers, 43 motor cycles, 250 commercial vehicles including heavy duty trucks and tractors by AEC, Diamond T, Leyland and Scammell. 120 trailers (10 cwt to 50 ton), refuellers (900 to 2,500 galls,) fire tenders, low loading trailers. 2 Leyland breakdown trucks with Hyd telescopic recovery cranes. Loading shovels, tractors and angle-dozers by Bray, Caterpillar (D4C), Fowler, Gainsborough, Michigan, Track Marshall and Vickers. Mobile cranes by Coles and Neals. Fork lift trucks (2,000 to 12,000lbs lift), towed scrapers, tractors, GMC amphibious DUKWs. Plant spares to fit Aveling Barford, Bray, Blaw Knox, Fowler, Gainsborough, Hymac, International and Michigan including face shovel, dragline, pile driver and drag shovel equipment. Fork lift attachments, back acters, front buckets, dozer blades, winches etc. The majority of the vehicles are offered as single lots.

Catalogues for the above sale, which give details of the lots, conditions of sale, viewing times etc. are available from the auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only).

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A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

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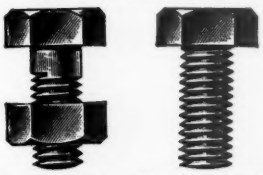

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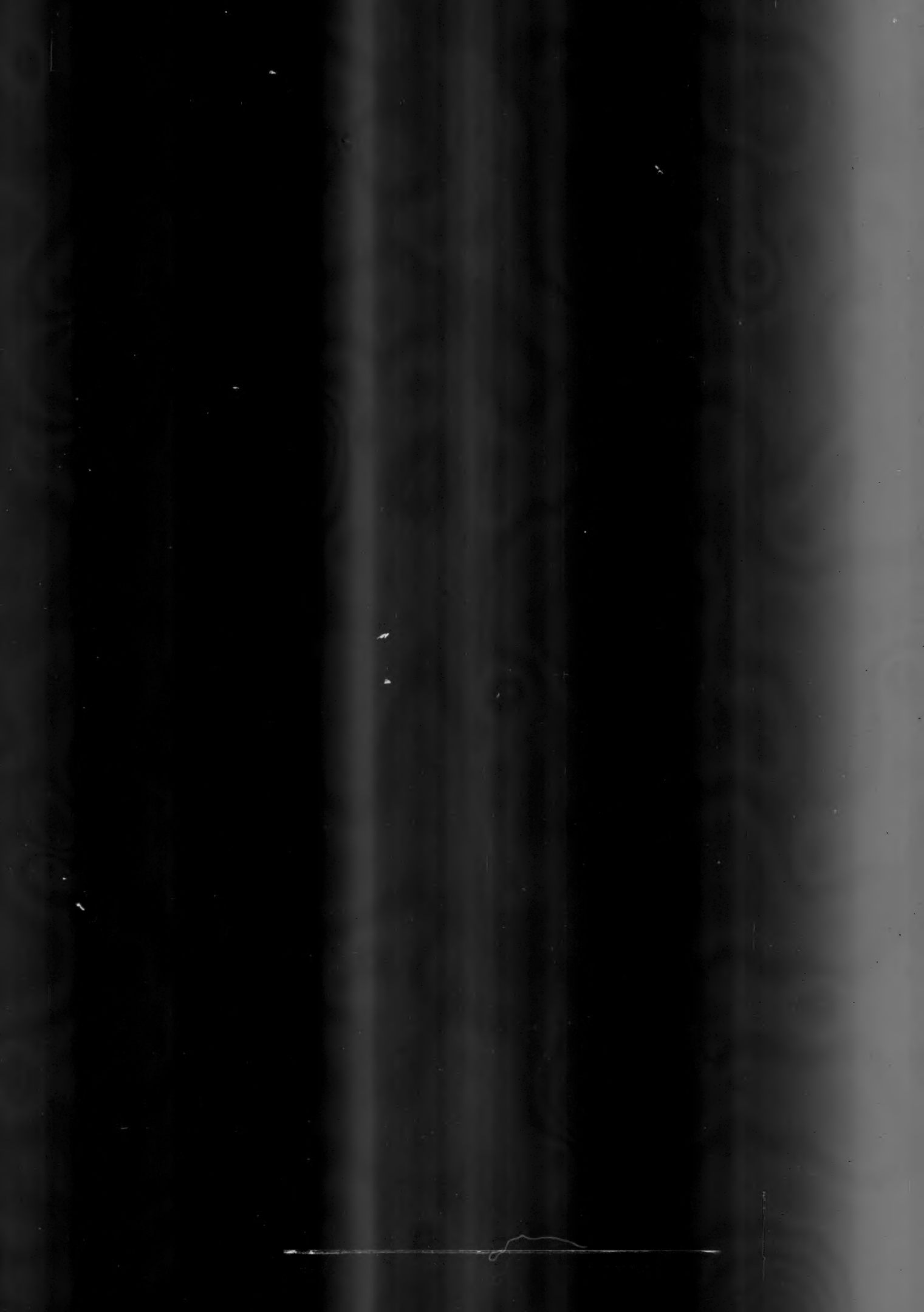
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